

Coursing meet met by animal protests

By RONALD FAUX

THE Waterloo Cup hare coursing meet opened at Aitcar, Lancashire, yesterday with the annual exchange of unpleasantities between supporters and opponents of the sport. As a petition signed by 100,000 was being handed in at Westminster demanding an end to coursing, 200 objectors marched to the grounds where 7,500 enthusiasts were watching the opening contest.

Mounted police and a thick beech hedge kept the two sides apart. There was much shouting but no arrests. "It does not take much to make Aitcar into Helt Carnage," one woman said. "This so-called sport is disgusting."

Sir Mark Prescott, spokesman for hare coursing, said that the objections were made by people who simply did not understand the laws of nature.



Protest march: animal rights demonstrators silhouetted against the winter sun making their way to the Waterloo Cup coursing meet yesterday

Middle East talks falter

Middle East peace talks were in trouble yesterday after Israel presented a plan for Palestinian self-rule which the Palestinians called "an insult to anybody's intelligence".

Hanan Ashrawi, their spokeswoman, said the plan gave Israel the right to go on settling in the occupied territories. Page 11

Fall in profits for Barclays

A 40 per cent surge in bad debt to £1.76 billion dropped profits at Barclays Bank to £533 million last year, dismaying the City and cutting its share price by 18p to 376p.

The bank lost 5,000 jobs last year, as part of its plan to cut 15,000 jobs within five years. Page 17

Births plea

The scientific academies of Britain and America have issued a joint statement calling for action to limit the growth of the world's population. Page 2

Carey rebuff

The Archbishop of Canterbury, Dr George Carey, has rejected calls for a ten-year delay in the issue of women's ordination. The pleas were made by a group of parliamentary traditionalists in the Church of England. Page 5

Country cash

A £20 million package of rural assistance, ranging from job schemes and protection for hedgerows to aid for wildlife, will be announced by the government today. Page 6

Finns' lifeline

Finland, which is suffering from recession after the collapse of trade with Russia, will decide today on applying for full membership of the European Community. Page 9

Tax clamp

Poll tax inspectors across the land agree that, after successful experiments in some areas, clamping the cars of non-payers would be a good weapon in pursuit of £2 billion in unpaid bills. Page 16

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Irish High Court ban overturned Rape victim wins right to abortion

By EDWARD GORMAN, IRELAND CORRESPONDENT

A GIRL aged 14 was yesterday given permission to travel abroad to seek an abortion after the Irish Supreme Court overturned a High Court ruling.

The family of the girl, who claimed she was raped by the father of a friend, had appealed against last week's ruling preventing her from travelling abroad for nine months.

The Supreme Court, which sat in camera, had not been expected to deliver its judgment until next week. However, Mr Justice Thomas Finlay, the Chief Justice, said: "The court is satisfied that this appeal should be allowed and the High Court decision should be set aside." The court would give a detailed ruling later and that is expected early next week. Any questions arising from the decision would be considered then.

The girl, who is in the 12th week of her pregnancy and whose mental health is giving

cause for concern, was thought to be preparing to leave the country last night. It had earlier been disclosed in the High Court that her family were prepared to abide by any orders of the courts, but if the injunction preventing them from leaving the country was upheld, they would resume their efforts to seek an abortion outside the jurisdiction.

The case has generated unprecedented publicity in Ireland and revived the divisions that arose in 1983 when the Irish constitution was amended to uphold the right of the unborn child.

The court's decision came as a great relief to the government of Albert Reynolds, the prime minister, who was travelling to London for a summit with John Major when the news broke.

He said last night: "The judgment is welcome because it removed the uncertainty for the family and the 14-year-

old girl. They are now free to do what they want to do."

Alan Shatter, Fine Gael's spokesman for justice, said it must have come as a great relief to the family. "No girl or woman who is the victim of rape should ever again find herself and her family put on trial in such circumstances and suffer such barbaric treatment at the hands of the state," he said.

He added, however, that until the judgment was handed down, it was not clear what action would be required to ensure that the events of the past two weeks were not repeated.

Des O'Malley, leader of the Progressive Democrats, said the implications of the decision for the referendum on the Maastricht treaty on European union had yet to be assessed. A protocol of the treaty, protecting Ireland's ban on abortion from European legislation, uses the same language as the constitutional amendment.

"In that regard," he said, "it is vital that no threat should arise to the successful adoption of the Maastricht treaty in that referendum, given its vital importance to the economic wellbeing of this country." The referendum is due to be held in Ireland in June.

Dick Spring, the Labour party leader, also welcomed the decision, but added that the underlying problem with the wording of the amendment was far from resolved.

The Society for the Protection of Unborn Children refused to comment until the full judgment was delivered. Des Hanafin, a Fianna Fail senator and leading campaigner against abortion, said he always envisaged that the girl would be granted the right to travel. He said the court's decision meant the pro-life amendment did not need to be changed. "The amendment has proved now to be a good amendment, a compassionate amendment, sympathetic. It is obviously only dealing within the state," he said.

Three soldiers die in space centre riot

By MARY DEJEVSKY AND NICK NUTTALL

THREE soldiers are reported to have been killed in three days of rioting by hundreds of army conscripts complaining about poor food and conditions at the Baikonur space centre in Kazakhstan.

Barrack blocks and warehouses containing food stocks have been burned and looted, but officials in Moscow insisted that the unrest would not affect the launch next month of a joint Russian-German mission to rescue Sergei Krikalev, the cosmonaut who has been stranded aboard the Mir space station.

Nevertheless, few are likely to view the events at Baikonur, a sprawling desert landscape of launch pads, assembly sheds, barracks and museums, with a more ner-

vous eye than Mr Krikalev. In October, his original return flight was cancelled due to budget cuts. Last week he nearly lost his only companion, Aleksandr Volkov, during a four-hour space walk when his suit's cooling system malfunctioned.

There are contradictory reports about what sparked off the riots. According to one report from Baikonur, the rioting began on Sunday after an officer in charge of a construction brigade issued an order that violated the military statute. Another report said a Kazakh conscript working in the 17,000-strong construction brigade based at Baikonur had been detained at a military post in the city of

Continued on page 16, col 1



Hebbes: fighting for a place in Oxford eight

Boat Race rower dies in training

A MEMBER of the Oxford University rowing team has collapsed and died during training for the Boat Race.

John Hebbes, aged 19, a mathematics student at Oriel College, is believed to have had a heart attack after practising on the Thames on Tuesday. He was competing for a place in the team for the April 4 race and is believed to be the first Oxford oarsman to die in such circumstances.

Joe Michels, Oxford University president, said: "John is fondly remembered by his team mates as 'Doughboy' — a large, fun-loving young man with a natural talent for rowing and mathematics."

Death on Thames, page 2

South Africa celebrates cricket win

SOUTH Africa made a memorable entrance to World Cup cricket when they beat Australia, the pre-tournament favourites, by nine wickets in a day-night game in Sydney yesterday.

Australia, batting first, made a modest 170-9 off 49 overs. Kepler Wessels, the South African captain, scored an unbeaten 81 as his side won with 13 balls to spare.

A South African cabinet meeting was interrupted as the president, F. W. de Klerk, wrote a message of congratulations to the team.

De Klerk declares, page 10
Match report, page 28
Pictures, pages 28 and 30

Major to back Olympics bid with £55m

By JOHN GOODBODY, SPORTS NEWS CORRESPONDENT

THE government is to give £55 million and big urban regeneration grants to help Manchester to secure the 2000 Olympic Games. Some £53 million will be provided immediately for a national cycling stadium and an indoor arena, and £2 million will go on supporting the bid itself.

John Major said yesterday: "We are going for gold, not least because in this competition there are no medals for coming second."

The money, the most ever given in one lump to British sport, will greatly help Manchester's attempt to secure the Games when the International Olympic Committee votes in September 1993. Peking, Sydney, Berlin and Brasilia are the main rivals.

Although the government's announcement cannot have hurt its election chances and easing the Games would help to regenerate east Manchester, Mr Major said there was "romance in my soul" about holding the event.

Part of the £53 million will be spent on preparing the site in the Bradford area of the city for the main Olympic stadium. The prime minister also committed the government to "substantial extra money" should Manchester win the vote.

Bob Scott, who is leading the Manchester bid, said that since the city failed to get the 1996 Games, which will be staged in Atlanta, it had been the city's priority to get the full backing of the govern-

ment. "We are now a transformed candidate."

Sir Arthur Gold, the British Olympic Association chairman, said that the prime minister's statement was "the most heartening by a leader of the country since the 1948 Olympics."

Graham Stringer, Labour leader of Manchester city council said: "It is brilliant news for Manchester. This will attract significant levels of private sector investment and will create 3,000 jobs immediately and many more in the long term."

The Labour Party has said that it would match any money that the government has promised should it win the election.

The Games are expected to cost £1 billion. Huge television fees, estimated at £500 million for 2000, have made money for the Games for the last 44 years.

Government pledge, page 30

TODAY IN THE TIMES

CHEERS FOR CHEKHOV



Ian McKellen gives a chilling portrait of defeat in a new *Uncle Vanya* Life & Times Page 1

STUDIES IN SCARLET

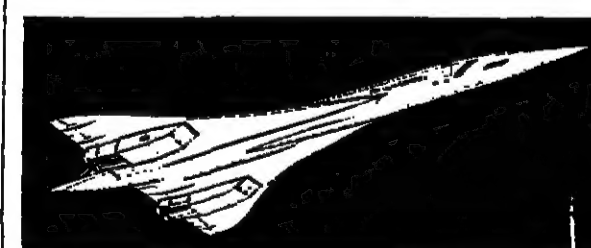


Dr Jeremy Coid takes a look at murderous minds Life & Times Page 6

ITALIAN OVERTURE



Farewell, Mozart: it's Rossini's bicentenary Life & Times Page 5



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Anglo-Irish negotiations seek to build on leaders' rapport



Reynolds knows he can do business with Major

JOHN Major greeted Albert Reynolds, Ireland's new prime minister, at Downing Street last night as they began their search for a new initiative on the political future of Northern Ireland. The two leaders, who have met regularly at European Community talks, have made clear that they are willing to make the province's future one of the highest priorities of their administrations.

Advisers for both leaders said they hoped that the meeting would mark the start of a new era in Anglo-Irish relations. However, little progress is expected to be made before the general election.

A British government source said yesterday that "everything is on the agenda", with Mr Major prepared for a wide-ranging preliminary discussion on the way ahead, against the background of

The relaxed relationship between John Major and Albert Reynolds will be put to the test by talks on Northern Ireland, Sheila Gunn reports

the continuing terrorist campaign in the province. Mr Reynolds has already indicated that he is willing to discuss the Irish constitution's commitment to a united Ireland as part of the negotiations.

Other ministers, including David Andrews, Ireland's new foreign affairs minister, Pádraig Flynn, the Irish justice minister, and Peter Brooke, the Northern Ireland secretary, joined the two leaders and British and Irish officials for a working dinner at Downing Street after last night's meeting.

Mr Major and Mr Reynolds know from their long hours at Ecosfin, the regular meetings of

Community finance ministers, that they can do business together. As important a guide to the relationship were their relaxed conversations away from the formality of the EC during the past few years, particularly while Ireland held the presidency.

The two men offer the rare coincidence in Anglo-Irish affairs of two leaders with a personal rapport intent on tackling a seemingly insoluble problem. They come out of the same mould: pragmatists lumbered with little ideological baggage, who came to office after the fall of dominant, and domineering, leaders.

If they do not allow themselves

to be deflected by rhetoric, they have the scope for setting an agenda: this year to cover the governance of Northern Ireland, including forms of devolution; the evolution of the Anglo-Irish agreement; anti-terrorist measures, such as internment; and the role that could be played by multinational institutions, particularly the EC.

Other factors, however, are crucial in breaking the deadlock after the general election. First, Mr Major needs to win the election well, rather than be dependent on support from the Ulster Unionists. He must then select the "right" Northern Ireland secretary. The two mentioned as most likely to replace Peter Brooke are Chris Patten and John Patten, both Roman Catholics.

Chris Patten, as party chairman

and former environment secretary, could expect a heavyweight cabinet post after the election if the Conservatives win well. The post of home secretary is the most commonly mentioned. However, a convincing case is made out by senior political figures in Belfast and Dublin for Mr Major to back up his determination to make Northern Ireland a top priority by sending his party chairman to take charge.

Chris Patten is remembered with admiration as the Northern Ireland minister for the environment. The only black mark he earned, temporarily, from unionists was to give approval for re-naming Londonderry council as Derry council. He has always retained his interest in the province's affairs, and his despair at the failure to make headway. John

Patten, after more than six years at minister of state level and the last four at the Home Office, is tipped for the cabinet. He served as a junior minister in Northern Ireland in the early 1980s.

Less welcome by some politicians would be Brian Mawhinney, the present security minister in Northern Ireland, or Sir Patrick Mayhew, the Attorney-general. Both are regarded as being too close to the Unionist camp.

The progress of any initiative by Mr Major and Mr Reynolds would be influenced by any change in the constitutional position of Scotland and by closer European unity. Although the status of Northern Ireland rarely arose during the devolution debate in the late 1970s, the Scottish question is being followed closely this time.

Scientists call for action

Population growth 'threatens planet'

BY NIGEL HAWKES, SCIENCE EDITOR

THE scientific academies of Britain and the United States have issued an unprecedented joint statement calling for action to limit the growth of world population.

The Royal Society and the US National Academy of Sciences warn that the future of the planet is in the balance. If the population continues to grow at present rates and patterns of human activity remain unchanged, "science and technology may not be able to prevent either irrevers-

ible degradation of the environment or continued poverty for much of the world", the statement says.

It urges the UN Conference on Environment and Development, to be held in Rio de Janeiro on June, to consider human activities and population growth, in both the developed and the developing worlds, as crucial components affecting the sustainability of human society.

"Effective family planning, combined with continued economic and social development in the less developed countries, will help stabilise fertility rates at lower levels and reduce stresses to the global environment," the statement says.

"At the same time, greater attention in the developed countries to conservation, recycling, substitution and efficient use of energy and a concerted programme to start mitigating further build-up of greenhouse gases will help to ease the threat to the global environment."

Global population, now 5.4 billion, is expected to rise to 10 billion by 2050. About 95 per cent of the growth will be in the less developed countries, where 77 per cent of the global population lives.

Science may not be able to keep up with the demands of a growing population, the statement warns. "It is not prudent to rely on science and technology alone to solve problems created by rapid population growth, wasteful resource consumption, and harmful human practices."

Science can help, the statement says, by developing safe, easy to use, and effective contraceptive agents and devices; environmentally benign alternative energy sources; improved agriculture; better public health; and research on biodiversity and ecological degradation. The statement is being widely distributed.

and an international conference is being organised in the spring of 1993 by the Royal Swedish Academy of Sciences to discuss the issues.

Behind the scenes, leading scientists have been anxious that the Rio conference might avoid giving the population issue the central importance they think it deserves.

Following representations from the International Council of Scientific Unions and from several governments, including Britain, the danger appears to have been averted. Population problems will be discussed in Rio, though they will not be top of the agenda.

American scientists have discovered that damage to the ozone layer is reducing the productivity of the oceans. A team from the University of California, on a cruise in the Bering Sea in late 1990, measured increased levels of ultra-violet radiation as a result of ozone thinning, and reduced production of plankton. Reporting in *Science*, they say that in the marginal ice zone they found that plankton growth had been reduced by six to 12 per cent.

Sustained reductions of this sort would reduce the productivity of the entire ocean, since higher forms of life feed on the plankton. A secondary effect would be to diminish the rate at which carbon dioxide is absorbed, making global warming worse.

Greenpeace yesterday wrote to John Gummer, agriculture minister, warning that a five per cent reduction in plankton productivity could cause a seven per cent loss of fish yields, equal to a reduction of about 60 million tons.

The letter urged him and Lord Strathclyde, the Scottish fisheries minister, to join the call for an immediate ban on the chemicals that destroy ozone.

Heseltine wins deal on global warming

BY PHILIP WEBSTER AND NICHOLAS WOOD

MICHAEL Heseltine yesterday won cabinet backing to seek international agreement on more ambitious targets for reducing greenhouse gases and to prevent global warming. But he failed to secure an outright commitment for Britain to stabilise carbon dioxide emissions at 1990 levels by 2000.

A meeting of the cabinet's Gen 4 committee, chaired by the prime minister, decided that there was little to be gained in Britain acting alone in adopting such a radical objective unless other countries were prepared to make similar efforts.

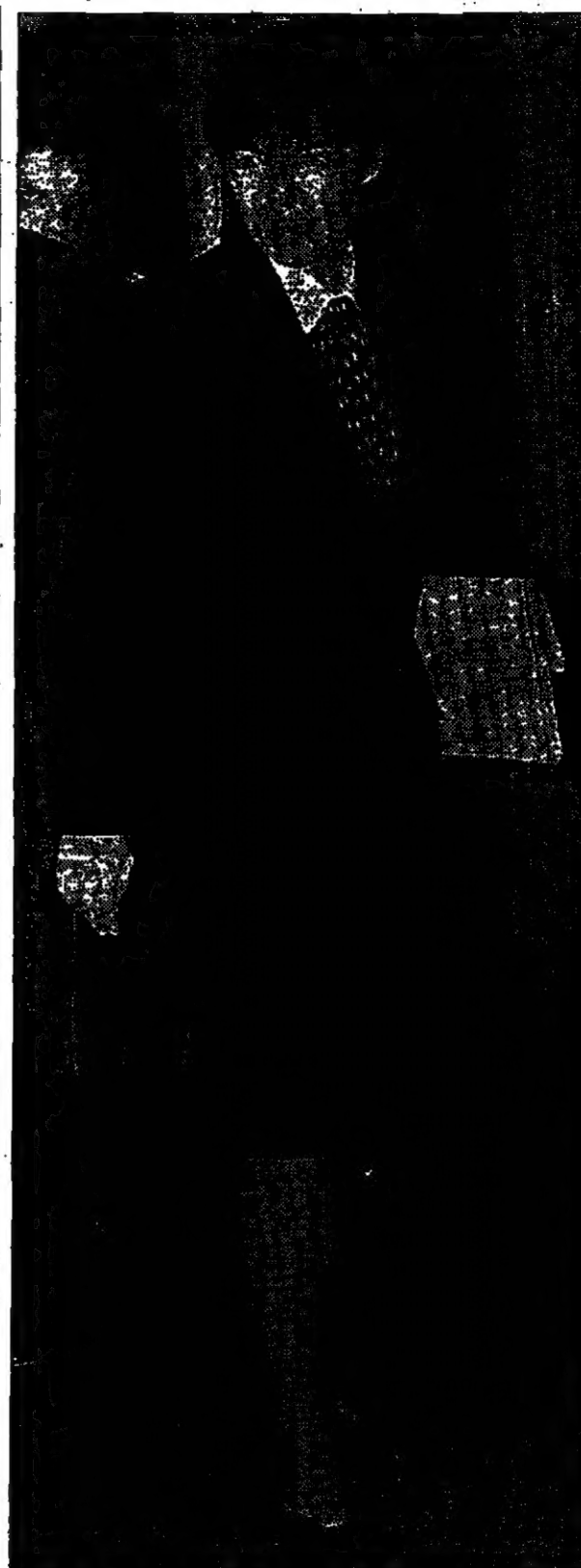
The 2000 target would have been five years earlier than that envisaged by Margaret Thatcher when she launched her initiative to reduce global warming.

The move has been opposed within the government by John Wakeham, the energy secretary, who has warned that it could undermine attempts to privatise British Coal, Germany, The Netherlands and Denmark have set targets which are apparently more ambitious than Britain's. Japan and the United States have set none at all.

Mr Heseltine will make his plea at a United Nations meeting on Monday which will prepare for the Earth Summit in Rio de Janeiro in June.

Last night's outcome appears to have been a compromise. Downing Street sources said: "What we want to achieve must be in concert with others." John Major was the first prime minister to announce that he was amending and is disappointed that a larger number of world leaders have not so far agreed to go.

There is scepticism within the government over the targets set by some EC countries. All are due to present their programmes to the European Commission in April, and ministers are said to be awaiting the reports with interest.



Head's denial: Anne Snelling, head teacher of Stratford school, east London, leaving Newham East magistrates' court yesterday after pleading not guilty to a common assault on Ghulam Shaiba, chairman of the school governors, on January 6. The case was adjourned until May 6.

St Patrick 'lived in Battersea'

BY JOE JOSEPH

THE people of Wandsworth are trying to get God on their side by laying claim to St Patrick.

Pinning down Ireland's patron saint has always been tricky. He took Christianity to Ireland and died, it is thought, about AD461 in his seventies. Apart from that he is a bit of a mystery.

Nobody had spotted anything to twin the saint with the Tories' favourite London borough. All we knew was that he lived on his father's farm, near a place called Bannavem Taberniae. It's not much to go on.

But now Nicholas Fuentes, a Wandsworth archaeologist, says his research indicates that before St Patrick was seized by pirates at the age of 16 and taken to Ireland, he lived on a farm in Battersea that had a family link with Wandsworth.

Mr Fuentes says that all attempts have failed to locate Patrick's father's farm or Bannavem Taberniae, the nearby village where the saint's grandfather lived. He notes that there is an 1885 reference in the records of Westminster Abbey which reads *Bannavem id est patricii insula* (Battersea, that is the island of Patrick). Battersea was once an island, close to Wandsworth.

Mr Fuentes then argues that the name of the settlement near St Patrick's family estate is the Latin accusative case of Bannavis — the horn river — which apparently describes the upper reaches of Wandsworth's River Wandie. Thus Patrick's grandpa, Potius, lived in Wandsworth and Potius's family owned part of Wandsworth and Battersea, including Patrick's father's farm. Got it?

But *Every Man's Book of Saints*, a companion to the Anglican Alternative Service Book Calendar, insists that "Patrick... was probably a Scotsman." So perhaps Bannavem Taberniae is nothing to do with Wandsworth but was one of those oddly named football clubs they have in Scotland, like Patrick Thistle and Queen of the South.

Sisters are accused of murder

Two teenage sisters were remanded in care for seven days by magistrates at Solihull, West Midlands, yesterday, charged with the murder of Lisa Greenway, aged 14. The girls, aged 14 and 15, from Castle Bromwich, West Midlands, made a ten-minute appearance.

Two Castle Bromwich men also appeared in connection with the incident. Daniel Carr, aged 37, was charged with causing Lisa Greenway bodily harm and Paul Green, aged 22, with using or threatening unlawful violence. Mr Carr was remanded in custody for seven days and Mr Green was remanded on bail for the same time.

Lisa, of Sharn End, Birmingham, died on Monday after being stabbed in Castle Bromwich, three miles from her home.

RCA chooses new rector

Professor Anthony Jones, the Welsh-born director of the Chicago Art Institute, is to succeed Jocelyn Stevens as rector of the Royal College of Art. The announcement was made last night after a meeting of a committee drawn from the college senate and its council.

Professor Jones was director of the Glasgow School of Art for six years before going to Chicago in 1986. He was chosen unanimously from a short list of three. One of the other candidates was known to be Christopher Frayling, head of the faculty of humanities at the college.

Bigger splash, page 12

Hounds killed on main road

Motorists swerved to avoid a pack of hunting hounds that ran out of control over a busy dual carriageway yesterday.

The hounds, from the North Cornwall hunt, had been out at Lanhedock. They were returning to kennels at St Brevard when they strayed over the A30 dual carriageway at Bodmin and the A38 link road. "Police vehicles had to take avoiding action when they arrived on the scene," a police spokesman said. "But a number of hounds had already been struck by other vehicles and two were killed."

Ferry seized

Bailiffs acting for a Netherlands shipyard evicted passengers from a Solex ferry when it docked at Southampton and took possession of the ship, owned by Cowes Express. Passengers on the Wight Prince were given money to catch the rival Red Funnel service back to the Isle of Wight. Cowes Express said that it was hoping to resume its service after negotiations with the shipyard.

Parachute fall

A parachutist who fell 300ft after his chute failed to open died of multiple injuries after doctors and ambulance crew attempted to resuscitate him. The man, who has not been named, was pronounced dead at the scene after the fall, which happened near the Epping Forest Country Club, just north of the M11 in Chigwell, Essex. Emergency services were alerted by motorists on the M11.

Britons held

Two Britons have been arrested in Arrecife, the capital of Lanzarote in the Canary Islands, more than 300 kilos of hashish have been seized and a drug-smuggling ring has been broken up, police said there yesterday. The drugs were brought in two yachts from Morocco and were probably bound for Britain, the police added. There might be more arrests.

Heat and light come to the City

BY NICK NUTTALL
TECHNOLOGY
CORRESPONDENT

THE air quality and skyline of the City of London are expected to benefit markedly with the government's go-ahead yesterday for the Square Mile's first power station.

The 90MW combined heat and power project, on which work will begin in two weeks, will be housed in the shells of architecturally important buildings on Chancery Street at Smithfield meat market. The plant will be powered by gas and diesel.

Apart from generating electricity for structures such as the Barbican arts centre, Guildhall, the Museum of London and Bastion House, the station will use its waste heat to supply customers with hot water.

In the summer the station will be able to supply chilled water for air-conditioning by operating its heat-recovery system.

The demand for air-conditioning for soothing people and computer systems has risen sharply, leading to outbreaks of cooling towers and other unsightly roof-top equipment to mar the Square Mile's skyline.

Colin Snowden, city engineer at the Corporation of London, said: "We are very keen to reduce the amount of equipment on roofs, which can be quite intrusive. This should go a long way to helping us tackle this problem."

The scheme, made possible by the corporation's decision to buy nearly 17 per cent of the station's output for 25 years, is being developed by Citigen, a company owned by British Gas and Ullicon Holdings, of France.

Charles Maillard, technical director at Citigen, said the station could operate at efficiencies nearing 90 per cent, which, combined with advanced flue-cleaning, would lead to much lower levels of air pollution than would be the case with a conventional power station.

"Concentrations of nitrogen oxides in the flue gas will be some 20 times less than on the street. By-passers will not even notice the station is there," he said.

Other customers are being sought for the station's electricity output, with those signing up for supplies of more than five years being supplied directly from the station. The station is expected to be in operation by next year.

Army puts 3,500 on civvy street

BY MICHAEL EVANS
DEFENCE CORRESPONDENT

NEARLY 3,500 officers and NCOs were given their orders yesterday to march out of the army into civilian life. They received the news of their selection for redundancy in early morning sessions with their commanding officers.

Few seemed to be resigned to instant jobs in the civilian world. Warrant Officer (2) Martin Batt, with 27 Regiment, Royal Corps of Transport based at Aldershot, Hampshire, has served more than 15 years and faced little prospect of promotion. He said: "I didn't volunteer for redundancy but as I had only two more years to do I put my name forward for possible selection."

WO Batt, aged 38 and married, hopes for a job in transport management. A friend, Staff Sergeant David Shepherd, aged 37, from the same regiment, is also being made redundant. He said: "I have spent 18 years of my life in the army. I didn't volunteer to leave but I reckon it's better to get out now before I reach 40 when it will be more difficult to get another job."

Under the defence review, 25 per cent of army manpower has to go by 1995. Of the 40,000 men and women who have to leave, at least 10,000 are expected to face compulsory redundancy.

French acquire a taste for le British sandwich

BRITONS should stop treating their food as a bad joke, and farmers and manufacturers should stop inventing excuses for their inability to sell it to foreigners, John Gummer, the agriculture minister, told a Commons enquiry into Britain's £5.4 billion food and drink trade gap yesterday.

"We have always made jokes about our food and they are a very effective way of implanting a national reputation," said Mr Gummer, who had been summoned to appear before the agriculture select committee. "There is a feeling — a sort of attitude — that British food is not the highest quality. It takes a long time to overcome that."

He cautioned against a "snoopy" view of export opportunities based on the long-established success of such products as Scotch salmon and whisky. "The much maligned sliced white loaf is an increasingly important export for us because of the growing popularity in France of le British sandwich," Mr Gummer said.

David Curry, a junior agriculture minister whose wife is French, praised the quality of such British delicacies as the prawn-flavoured crisp and told MPs there was much scope in France for manufacturers of snack foods because of a continental shift to an "Anglo-Saxon browsing-and-grazing style of eating".

At earlier hearings of the

John Gummer says that British food is no laughing matter. Michael Hornsby reports

committee, farmers and food manufacturers alleged that other European Community governments gave greater financial support to the production and promotion of home-grown food. Mr Gummer brushed these complaints aside, saying that on balance British producers suffered no handicap.

"We have to be careful about inventing institutional excuses for our lack of success... The problem is that in certain areas we are not satisfactorily marketing our



Curry: "Prawn crisps a British delicacy"

food products." One reason was the "I prefer-to-paddle-my-own-boat" attitude of British farmers and their failure to form powerful marketing organisations of the kind found on the continent.

Mr Gummer said farmers in Denmark, The Netherlands and Germany had to bear heavier pollution control costs. French farmers had access to cheaper credit but had to cope with inheritance laws which divided the land between all the members of a family so that a farmer had to buy out his relatives before he could start in business.

Jerry Wiggin, Tory MP for Weston-super-Mare, committee chairman, asked Timothy Sainsbury, the trade minister, why food accounted for less than £1 million of the £167 million spent on export promotion. Mr Sainsbury said that a lot of the promotion was "multi-sectoral" and included food.

Food and drink accounted for 90 per cent of the national trade deficit last year and a study for the Safeway supermarket chain estimated last month that more than £3 billion of the gap consisted of food from other north European countries which could have been produced in Britain. Mr Gummer said that while he did not want to minimise opportunities for improvement, concern about the food gap was overdue.

Blurred border, page 6

Halcyon days end for banks

Deep job cuts at the banks have ended the days of a post for life and some of the perks, Paul Wilkinson reports

THE time was when a job at the bank was a job for life, supplemented with such perks as a mortgage at 2 per cent interest, a cheap overdraft and a lavishly equipped sports and social club.

Today much of that has gone. This week the National Westminster announced 4,000 job cuts and Sir John Quinlan, chairman of Barclays, confirmed that it was well on target for shedding 15,000 jobs by 1995.

The Banking, Insurance and Finance Union (Bifu) refuses to agree that there was a gravy train, but admits that whatever it was, it has certainly hit the buffers.

Heather Tilston, a Bifu official, said: "We blame the banks' lending policy for the change in circumstances. In the boom years of the Seventies and early Eighties they expanded tremendously, lending money to anyone who asked and taking on staff to handle it. Now that policy is coming home and its the staff that has to take the fall."

The union estimates that 24,000 jobs have been lost in the financial sector since 1990 and thinks another 25,000 will go by 1994. A CBI projection puts the loss 5,000 higher. "Banks used to

be benevolent, caring employers, with an interest in their staff, but today they are aggressive and 'unfeeling'." Miss Tilston said. Cheap loan money is still available for staff at enviable rates, but the interest charges are higher. Lloyds and the NatWest charge 7 per cent and Midland and Barclays ask about 5 per cent.

Bifu says that counts for little when the basic salary is so low. A school-leaver on the bank counter starts at about £5,500, while the manager of an average high street branch earns just over £30,000.

Pauline Hedges of the Banking Information Service, herself a redundant branch manager, said that the image of a job for life had long gone. "Once upon a time people never even changed banks, but today to be in the same place for 25 years is a negative point, demonstrating a lack of ambition. It is a different career ethos. The perks are still there to a certain extent: cheap loans, medical insurance, a car, but the taxman has got onto them."

Nicholas Haynes of Barclays said that new technology often freed people to take up more rewarding jobs.

Barclays slips, page 17

'He was very full of life. He didn't really drink, he just did his rowing and his maths'

Rower dies training for Boat Race

By JOHN GOODBODY AND RICHARD DUCE

A MEMBER of Oxford University's Boat Race squad collapsed and died while training with the rest of the crew on the Thames in what is believed to be the first fatality involving either university eight in the 164-year history of the race.

John Hebbes, aged 19, a second year mathematics undergraduate from Oriel College, never regained consciousness after complaining of dizziness and loss of vision before he collapsed at his oars near Moulsoford on Tuesday. Crew members, including a medical student, a local doctor and a paramedic team failed to revive him.

A spokesman for Oxford police said that a post mortem examination yesterday had proved inconclusive and that the cause of death would be determined by further tests. It is understood that Mr Hebbes had an enlarged heart.

His mother, Rohan, speaking from the family home in Kingston upon Thames, south-west London, said: "It was one of his ambitions to get a blue for rowing. He was very full of life. He didn't really drink or smoke, he just did his rowing and his maths."

Mr Hebbes, who has a younger brother Luke, aged 17, was a former pupil of St Paul's School, central London. He had been rowing since aged 14.

Mr Hebbes had been knocked off his bicycle in Oxford earlier in the day, but he had been wearing a

helmet and had carried on training. The crew was rowing at a steady pace when Mr Hebbes, who had undergone physiological tests with the rest of the squad ten days earlier, collapsed in the boat.

Although possessing immense potential, Hebbes, who was 6ft 8in and weighed more than 14st, had been struggling to be selected for the Blue boat for this year's race on April 4. He had recently been rowing in Isis, the second boat, but was included at number five in the senior Blue boat for Tuesday's outing, which started at Wallingford.

He was vying with Boris Mavra, a Yugoslav, for a place in the Blue boat, a contest which some believe that Mr Hebbes — regarded as a top rower for the future — had already lost.

Mr Hebbes had been in the Oxford crew beaten last Saturday by the London lightweight crew. He was one of three dropped when the Boat Race crew was named on Monday, although Steve Royle, Oxford rowing director, said that selection remained open and Mr Hebbes had still been in contention.

Joe Michels, president of Oxford University Boat Club, said yesterday: "John is fondly remembered by his team-mates at Oxford as 'doughboy', a large, fun-loving, young man with a natural talent for rowing and mathematics."

Rowing, page 28



Fighting for honours: John Hebbes, fourth from left, rowing in the Oxford trial races in December and hoping to win his blue



Hebbes: natural rowing talent

Regime dominates waking hours

THE death of John Hebbes has highlighted the pressures that Boat Race oarsmen face in today's highly-charged competitive atmosphere.

While there is no direct link between Mr Hebbes' death and the tough training programme that the rowing students are put through, the fear has always been present that an athlete could push himself just that little bit too hard and strain his heart. Not so, say the experts. An athlete in training, properly monitored, could never do himself permanent damage.

Boat Race oarsmen are among the fittest athletes in the country. Furthermore, Jürgen Gröbler, the new British national coach who took East German crews to 40 medals, now sets the Oxford training programme.

A Boat Race oarsman's work dominates his waking hours. At 7am he is in the gymnasium doing weight train-

Daniel Topolski, Oxford coach for 15 years until 1987, examines the pressures faced by Boat Race oarsmen.

ing circuits for an hour and a half or spending much the same time rowing on a land-based machine. He will run and cycle, and in the afternoon join his crew-mates on a long stretch of river to row 15 miles.

Any display of weakness, any faltering, and his chance of a place in the Blue Boat could be jeopardised. The pressure within the squad is intense. By the time he and his rivals are good enough to be in contention for a place, there will have been training at this pitch for three years or more. They are spending up to six hours a

day training and travelling to and from venues and time off is spent on strategy. The looming pressure of a big traditional event adds enormous stress to amateur student athletes with no experience at this level.

Under Jürgen Gröbler, Oxford has adopted East German methods which, although they require more training time from the athletes, works them at a lower intensity than in the past. His athletes are fitted with heart rate monitors to keep a close check on their daily progress and they are regularly tested at the Oxford Polytechnic's medical centre.

Robert Hebbes asked yesterday that his son's crew-mates in the Oxford squad should not interrupt their training. John would not have wanted all their work to go to waste. He would have wanted them to go on to beat Cambridge on April 4.

Murder case jury sees video

A video recording of a man being interviewed by police about the death of his former girlfriend was shown to a jury at the Central Criminal Court, London, yesterday in what is thought to be the first use of the equipment in a British court (Stewart Tendler writes).

The prosecution showed the video of Paul Brown, aged 24, a security guard of Clapton, east London, denying repeated suggestions by detectives at Edmonton police station, north London, that he killed Elaine Long, aged 28, last year. Mr Brown has pleaded not guilty to a charge of murder.

£700m arrears

Almost £700 million in unpaid poll tax is still owed to Scottish councils, with £365 million outstanding for this financial year alone, according to figures by the Convention of Scottish Local Authorities. The largest percentage of unpaid bills this year is in Strathclyde, where more than 50 per cent of residents have yet to pay. Western Isles is second with 46 per cent of bills unpaid.

Plea for peace

A judge appealed for peace in Northern Ireland yesterday as he jailed a man and a woman for firearms offences. Judge John McKee urged people to listen to church leaders as he jailed Gregory Carroll, aged 28, of Armagh, for 22 years, and Ailish Carroll, aged 26, his sister-in-law, also of Armagh, for 15 years. They were convicted of possessing two loaded rifles with intent.

Plane deaths

Two people died yesterday after two light training aircraft owned by Iona Airways collided in mid-air over Cork. Both of the dead came from one plane while the other aircraft managed to land at Cork airport.

More families fall into debt

By JEREMY LAURANCE
SOCIAL SERVICES CORRESPONDENT

ONE household in eight falls into debt each year and gets behind with repayments, according to a new survey. Missed payments on rent, mortgages and credit cards reach more than £2,000 in some cases, although most of the two and a half million households involved owe less than £500.

A fifth of households get into arrears on regular expenses or on a consumer purchase but a third pay off the debt without difficulty. The total of problem debts at the time of the survey by the Policy Studies Institute amounted to £2 billion, or £90 for every household.

The survey report, *Credit and Debt*, estimates that households with arrears more than doubled from 1.3 million in 1981 to 2.8 million in 1989. The number with debts to three or more creditors rose fourfold from 130,000 to 530,000.

"The comparison seems to indicate that indebtedness grew over the 1980s and that multiple debt in particular increased at a worrying rate," the report says. There is little evidence that debt is associat-

ed with a consumer lifestyle, being more common among young families on low incomes trying to meet bills. The survey found that regular household expenses account for two thirds of debts. Outstanding mortgages rose from £90 billion to £260 billion and by the end of the decade 300,000 mortgage holders, 3.5 per cent, reported problem arrears.

The study says that rent arrears are still the commonest form of debt, with 600,000 council tenants (18 per cent) facing problems keeping up their payments.

To help to reduce growing debts, the report says that advertisements offering credit should carry "health warnings" about the cost of repayments. Almost £50 billion is owed on overdrafts, credit cards and hire purchase agreements.

More than half of customers did not know what interest rate they were being charged and more than a third of hire purchase agreements did not require a deposit. More than a quarter of loans had been agreed without a check on ability to pay.

Task force to tackle child crime

By RICHARD FORD
HOME CORRESPONDENT

A TASK force is to be set up by the home secretary to plan a strategy for combating criminal behaviour by children in the family, at school and on housing estates. It is expected to advise the government on the best projects to be funded as part of ministerial plans to develop a third strand in efforts to tackle crime if the Tories win the general election.

Kenneth Baker told the conference of the Association of Chief Officers of Probation in Harrogate yesterday: "If criminal behaviour is to be ripped in the bud, it needs to be tackled in the family, at school and locally by those who first observe the problems: parents, teachers, churches and social workers."

The home secretary said that he did not have all the answers to identify those vulnerable to drifting into crime at an early age, and whether action could be taken without threatening to disrupt families.

He told the conference that family circumstances, including the criminality of parents and the quality of discipline given to children, were characteristics shared by persistent offenders. Some parents could not cope or were inadequate and he hoped they could be identified at an early stage and helped by statutory or voluntary agencies.

The task force, made up of police and probation officers, teachers, churchmen, social workers and voluntary agencies' staff, will advise him on the kinds of projects the Home Office should fund at a local level as part of a strategy which Mr Baker said would be "a long, long haul".

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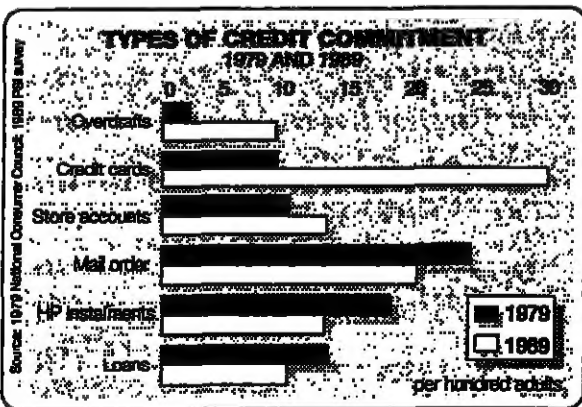
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OPTICIANS



Writer takes bitter revenge

By ROBIN YOUNG

The romantic novelist Maureen O'Donoghue took a bitter-sweet opportunity to express herself freely in court yesterday, when she was accused of daubing her former husband's home with the words "bitch" and "bastard" in red paint.

Miss O'Donoghue admitted criminal damage, but added that she would not have bothered had she known about what she said was the reputation of her former husband's new girl

friend, Sarah Farrell. She accused Miss Farrell of breaking up her marriage, and accused Bill Beckett, her former husband, of having left two previous wives. "Then he left me not just penniless but deeply in debt," she said.

Miss O'Donoghue, aged 54, of Dunster, Somerset, was given a conditional discharge by magistrates at Swindon. A second charge, of assaulting Miss Farrell by covering her in red paint in a public

house, was withdrawn by the police.

Miss O'Donoghue was ordered to pay £412.16 compensation and £30 costs. After the hearing, she said: "It was a fair verdict. I am now working on my next novel. There is bound to be a scarlet woman in it, and a rout." Mr Beckett said later: "If privileged mitigation pleas are a licence to embroider the truth, then Maureen O'Donoghue used the system to full effect."



Politicians failed to stop children with money going to independent schools. So now they want to stop children with no money instead.

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2 of the 3 main political parties have pledged that, if elected, they will abolish the Assisted Places Scheme; even though 2 out of 3 people want to keep it. (Source: MORI poll.)

Today there are over 30,000 boys and girls on the scheme. Over a third of them come from families with an income of less than £8,714.

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The average Assisted Place costs £2,364; the average place in a state secondary school costs £2,180. Meanwhile, the independent sector saves the

taxpayer over £1 billion by educating children whose parents have already paid the state through taxes.

So why attack such a successful scheme?

The best answer we've been able to get from Jack Straw, Labour's Shadow Education Minister, is that he wants independent schools to be only for 'snobs and eccentrics'. We don't know why.

It really seems that this is not logic but outdated dogma. No Labour or Liberal Democrat politician seems to be able to explain how abolition of this popular and successful scheme would improve State education even a jot.

But we don't want you to change the way you vote. All we ask is that you write to your MP and ask for a firm commitment to abandon this pointless policy.

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Call for a clear moral lead

Carey rejects halt in women priests issue

BY RUTH GLEDHILL, RELIGION CORRESPONDENT

THE Archbishop of Canterbury yesterday rejected calls for a ten-year delay in the issue of women's ordination. The pleas came from parliamentary traditionalists in the Church of England.

Dr George Carey, responding to an open letter from parliamentarians asking the church to give a "clear and unambiguous moral lead", said that to kick the issue of women priests into touch for ten years would hardly be to "build upon all that unites".

He said there were difficult ecclesiastical issues concerning women's ordination, "but

many Anglicans believe strongly that is contradictory and damaging to the church to welcome the emancipation of women in the secular world and yet deny them ordination on the same terms of men".

The parliamentarians, mainly Conservatives from both houses, included John Gummer, the agriculture minister and a member of the general synod, and the Earl of Lauderdale, a trustee of the traditionalist organisation Church in Danger. Most of the signatories were members of that organisation.

Their letter spoke of clergy who feared that the church into which they were ordained may be disappearing and that the context of their ministry was being corrupted. "Many faithful now feel the Church of England has become so caught up in the race for change for its own sake, that we have lost our way," they said, urging a return to retreats, fasting and alms-giving.

They gave a warning of the virtual disappearance of *The Book of Common Prayer* from Anglican worship and said that the received truths from Scripture and the creeds were "in danger of being brushed aside".

Dr Carey's response was one of his strongest public statements and will further bolster his growing credibility as a man who can lead a unified church through the coming decision on women priests. He was due to arrive home from his visit to the Falkland Islands early this morning.

His staff issued his prepared letter to the key signatory, William Benyon, Conservative MP for Milton Keynes. While endorsing the traditionalists' emphasis on spiritual renewal, Dr Carey said things in the church are "not as they were" but the church was healthier in many areas. The church needed realism rather than "unadorned pessimism".

The Labour MP Frank Field, a member of Parliament's ecclesiastical committee and a supporter of women priests, refused to sign the letter.

If the legislation receives a two-thirds majority in each of the three synod houses of bishops, clergy and laity in November, a report will be prepared for the ecclesiastical committee. The legislation will be debated in both Houses of Parliament, where it must succeed to go forward for royal assent.

Woman in train fall wins case

BRITISH Rail was held 70 per cent to blame for what a judge yesterday called horrible injuries to a commuter who lost both legs when she fell between a platform and a moving train.

Diana Hill, aged 31, sat in her wheelchair in the High Court as Mr Justice French held that BR had proved 30 per cent "contributory negligence" on her part. The damages to be awarded to her will be assessed later.

Miss Hill, of Tooting Bec, south-west London, had said the train was stationary when she tried to board it at Wandsworth Common station, south London. She did not hear anyone shout a warning and claimed it started as she opened the door.

Andrew Drysdale, a British Rail guard, had told the court that Miss Hill tried to board the train after it had started, even though he shouted "Stand away". He had delayed operating the emergency brake because he thought she would make it.

The judge said that he did not accept that the train was stationary when Miss Hill tried to board. Nor was he satisfied that Mr Drysdale shouted a warning in time or that, if he did, Miss Hill heard it. What she did in trying to board a train that had begun to move must happen frequently on any busy suburban line. "The number of times that a train judders to a halt would be many if the emergency brake was applied every time." Nevertheless, the delay in emergency braking amounted to negligence.

Laugh? Only if it clinches a sale

David Young, flicking through the pages of the salesman's manual, finds that the patter must run its course

"DON'T burst into tears," said the potential buyer of a soft drinks dispenser to the young lady who had arrived on his doorstep and spent 40 minutes trying to sell him something he never knew he wanted.

"Burst into tears?" she replied. "That's not in my sales manual for another two pages."

Her sense of humour won her the £200 sale and with it £40 commission, but also highlighted the techniques that the public now suspect companies of using, writing into their sales literature and programming into the minds of their sales personnel a series of steps which must be taken until the sales pitch ends.

Even if, as college lecturer Tony Phillips found when he allowed two double glazing salesmen into his home, an attempt is made to halt the hard sell by calling in the police and the salesmen is "asked to leave", the sales patter must run its course.

David Waller, chairman of the Institute of Sales and Marketing, said: "We all know of such stories. Everyone has their favourite anecdote about salesmen and, more often than not, double glazing salesmen. The conversation in some pubs would grind to a halt if it wasn't for the one about the double glazing salesman." However, Mr Waller and his colleagues have checked

the sales manuals used by every one of the 15,000 member companies of the institute to make sure that they meet the code of conduct that the institute enforces.

"It is important that we should emphasise that salesmen are in most cases doing responsible and important jobs and we are running courses at 70 colleges of further education on sales training," Mr Waller said.

"We are also working with the local Training and Enterprise Councils to make sure that salesmen are properly trained. We abhor what has happened in the case of Mr Phillips and must make sure that people in sales behave responsibly and ethically."

The company whose trainee salesman caused Mr Phillips so much trouble — he arrived with a colleague after a request for a quote for a double glazed door and left only after two hours, 15 requests to leave and the imminent arrival of the police — has apologised.

Jennifer Holt, a director of SureStyle of Bury, Greater Manchester, said: "We have recently re-staffed the Middlesbrough office and although we take care in choosing recruits, unfortunately occasionally people do let you down. It is not in our interest for representatives to upset potential customers."



Hark the herald: a boy shouts a greeting to the Prince of Wales who visited Manningham Housing Association, Bradford, yesterday. The prince, who is President of Business in the Community, discussed low-cost housing initiatives with the Bradford Common Purpose Charitable Trust

Mackay unveils checks on courts

BY FRANCES GIBB, LEGAL CORRESPONDENT

THE biggest changes in the running of magistrates courts in England and Wales for nearly half a century were unveiled in a white paper yesterday by the Lord Chancellor, Lord Mackay of Clashfern.

The reorganisation will include the creation of a courts inspectorate with lay members to raise standards of service, and a new layer of senior managers, paid according to performance.

The Lord Chancellor will have power to intervene if any court seriously underperforms and the court committee responsible fails to act.

The white paper seeks to preserve magistrates' judicial independence, the erosion of which had been at the core of magistrates' concern over earlier proposals.

The courts will continue to be a local service but will be overhauled to improve performance. Lay people who are not magistrates will be involved in running the courts through committees.

Lord Mackay said the reforms were the "most important" in the organisation of the courts for more than 40 years. The new service would

"demand and reward excellence" and would bring about a "less parochial service".

The white paper follows an announcement in December that the magistrates courts service would be transferred from the Home Office to the Lord Chancellor's office.

Its main proposals are:

● a new magistrates courts inspectorate;

● gradual reduction of the number of court committees in England and Wales from 105 to between 50 and 60;

● committees to have no more than 12 members including non-JPs, and administrative back-up;

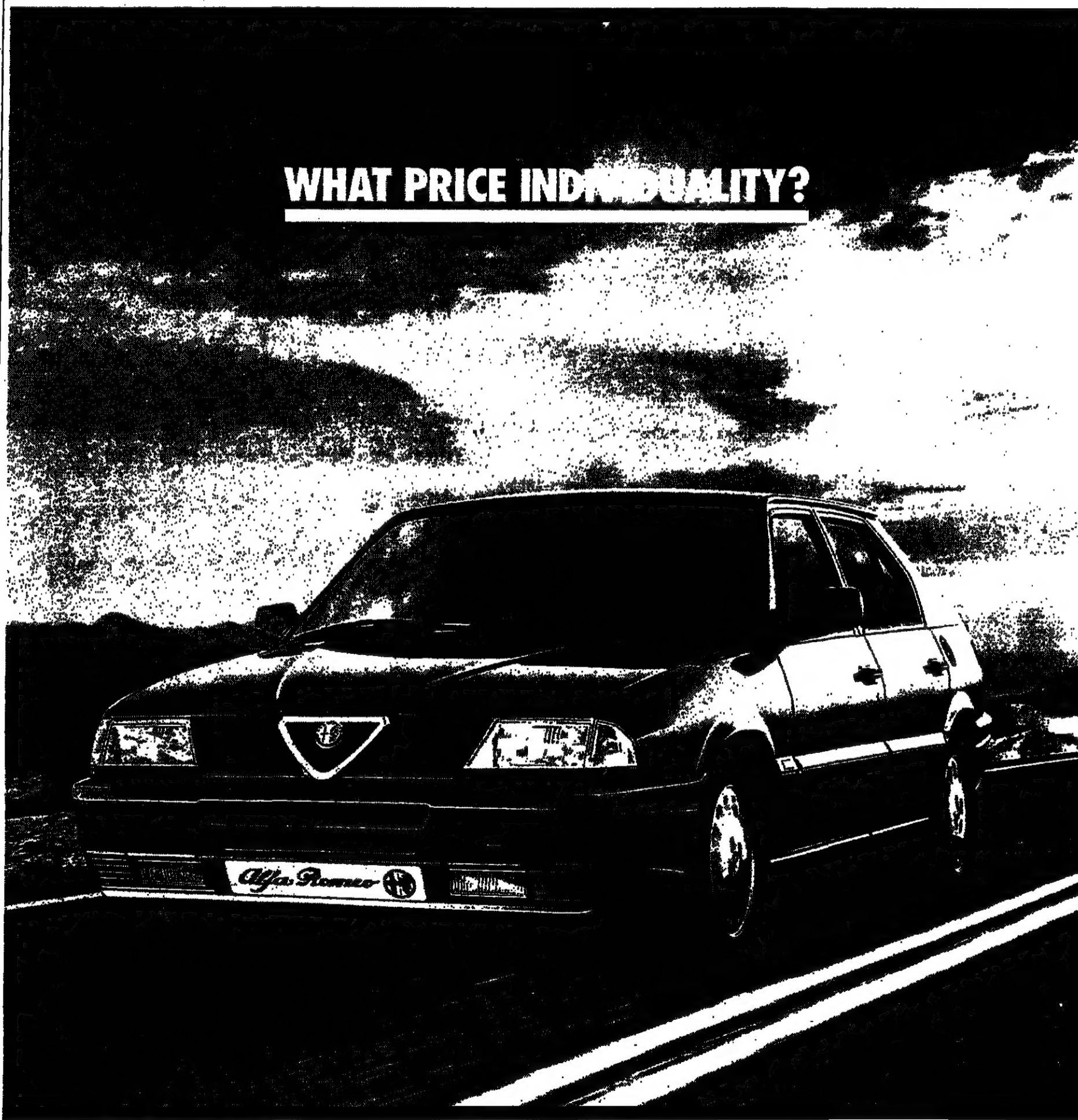
● senior managers to head a team in each committee area, and be personally accountable to committees;

● regular planning and performance review.

Joyce Rose, chairman of the Magistrates' Association, welcomed the commitment to judicial independence but was concerned that the cost of the reforms would "prejudice" the amount of money available to the courts from this April when new cash limits are imposed.

A new framework for Local Justice (Stationery Office, £3.35)

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A RACE APART

£20m aid blurs the border between town and country

By MICHAEL MCCARTHY
ENVIRONMENT
CORRESPONDENT

A £20 million package of rural assistance to be announced by the government today will formally recognise that the English countryside is no longer fundamentally different from the town. It is becoming a land of commuters, light industry, job-creation schemes, bottle banks, ramblers and protected hedgerows.

A policy review launched by Michael Heseltine, the environment secretary, and John Gummer, the agriculture minister, includes measures to stimulate the rural economy, preserve its increasingly threatened landscape and wildlife, and cater for the growing demand for access to it. An initial £20 million over three years will fund the programme through English Nature, the Countryside Commission and the Rural Development Commission.

Action for the Countryside puts forward an official vision quite different from that which produced the 1947 Agriculture Act, the 1949 Town and Country Planning

Act and the 1949 National Parks Act, which proves remarkably enduring: a world quite separate from the town. It reviews the entire range of rural policy and recognises the migration to the countryside of thousands of affluent town-dwellers with the tradi-

extension of the existing incentive scheme for the restoration of traditional habitats, now to include the grasslands of Devon and of Hereford and Worcester, and landscapes of historic significance.

□ **Hedgerow Incentive Scheme** (£3.6 million). Grants to bring about better hedgerow management.

□ **Wildlife Enhancement** (£2.3 million). In addition to English Nature's species recovery programme, six species will be chosen for special protection: the red squirrel, the dormouse, the field cricket, the Essex emerald moth, the natterjack toad and the rough marsh mallow.

□ **Parish Paths Partnership** (£3.8 million). Grants available at parish level to bring the rights-of-way network into good order by 2000.

□ **Countryside Stewardship** (£2.9 million). An

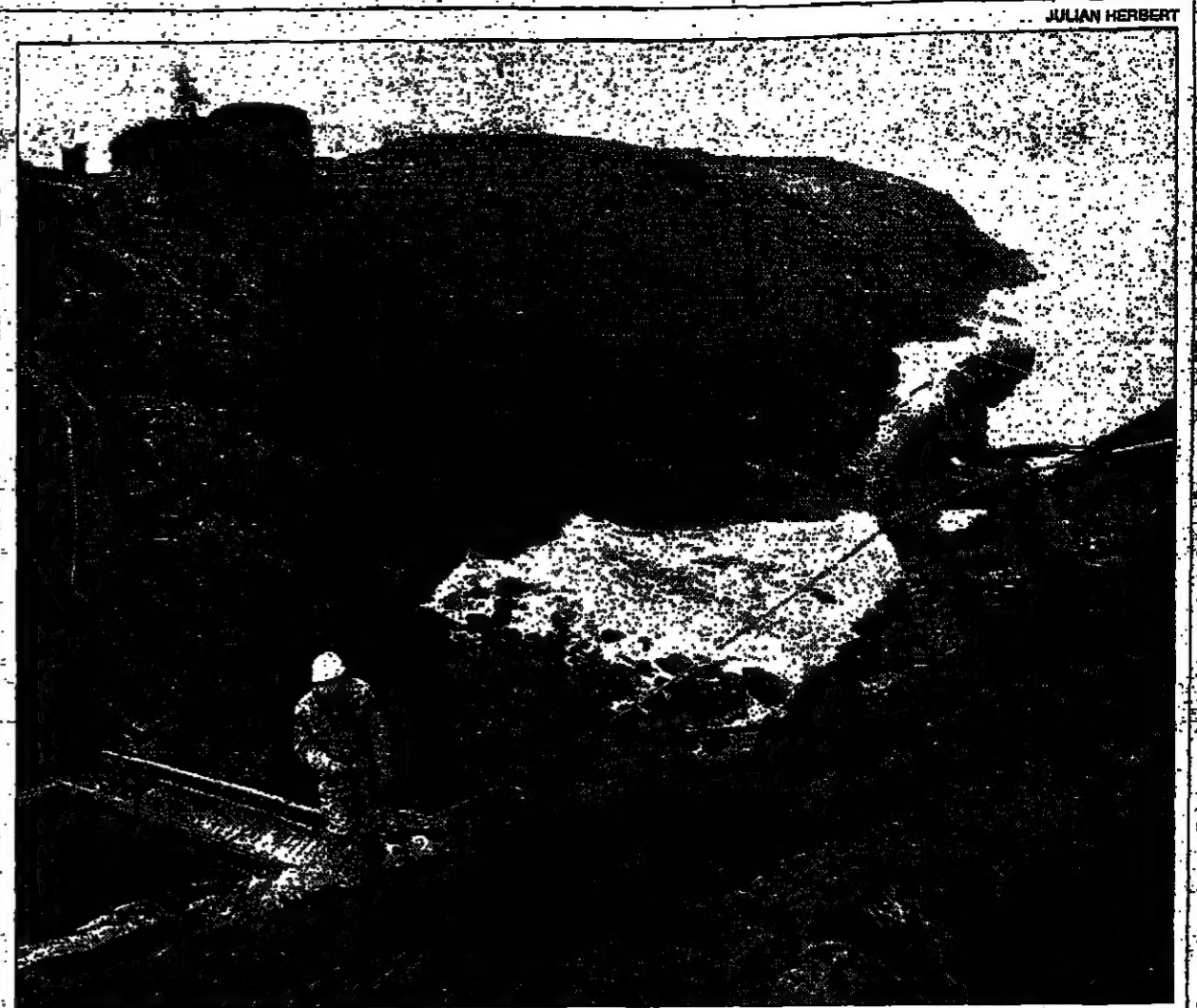
dional vision in mind. Population in rural districts increased by 27 per cent between 1961 and 1981, more than 20 times the rate of urban areas.

The other great change is in farming, intensified in the 1970s and 1980s under the

European Community's Common Agricultural Policy and, now, to be scaled down drastically, with large job cuts and a vast amount of land to be brought out of agricultural use. The result is a rural economy where old rural practices play less and less part in many areas, the main employers are services, manufacturing, distribution and catering industries. The policy review states: "Any notion that the economy of the countryside is fundamentally different from that in towns, being based on farming, forestry and raw materials, is now wide of the mark."

The core problem it recognises is how to keep this changed rural economy thriving: on the one hand, resisting efforts by affluent newcomers to "set the countryside in aspic" and, on the other, making sure that job creation is not detrimental to the environment. It recognises how much environmental damage has already taken place and the need to restore and preserve, and how much town-dwellers still need the countryside as a "green lung".

Leading article, page 13



On the rocks: stabilisation experts pegging nets to the cliffs at Tintagel Castle, Tintagel Head, Cornwall, yesterday as part of a six-day project to clear loose rocks that might fall and injure visitors

JULIAN HERBERT

Minister blamed for rush to sell art

By SARAH JANE CHECKLAND
SALEROOM CORRESPONDENT

TIM Renton, the arts minister, whose handling of arts funding was criticised by five former Arts Council chairmen in a letter to *The Times* yesterday, is now under attack from the heritage lobby.

He is accused of creating an unseemly rush to sell off historic art by announcing that he is considering producing a list of items that will never be allowed to go abroad. Heritage lobbyists say owners of fine works are queuing up to sell before the value is reduced by the introduction of a list. There is no plan to compensate owners caught by such a list.

Since the minister's proposal was announced, two months ago, works by Holbein the Younger, Rembrandt and Zoffany have been rushed into the auction rooms. Mr Renton's intention to delay his decision until March 31 has horrified lobbyists, who fear national treasures will flood the market.

Graham Greene, chairman of the Museums and Galleries Commission, has written to Mr Renton, saying that he "cannot emphasise too strongly the destructive effect of continuing lack of action to address effective reform of our export control procedures". Britain's dominant position in the European art market would "inevitably be weakened

should listing without compensation be introduced".

Sir Hugh Leggett, a museums and galleries commissioner and a London art dealer, said yesterday that Mr Renton's procrastination damaged the interests of the art trade in Britain. "This is the behaviour of a very tired government if they cannot make up their minds about something as important as this. Clearly, Mr Renton needs a holiday," he said.

Lord Shelburne, president of the Historic Houses Association, said: "It is extremely unwise to have allowed this issue of listing pre-eminent works of art to have surfaced at all. Most people in a civilised country don't think it is right to confiscate without compensation."

Christie's has announced an April sale including a Holbein (valued at £20 million) owned by Lord Cholmondeley, *The Old Horse Guards, London*, from *St James's Park* by Canaletto (£3 million), *Daniel and Cyrus before the idol of Bel*, by Rembrandt (£8 million) and *Colonel Mordaunt's Cock Fight*, by Zoffany (£1 million). All the paintings are from British collections.

Mr Renton was unavailable for comment, but his office said that having announced a consultation period, he planned to stick to it.

Life-saving drug beats sex barrier

By THOMSON PRENTICE
MEDICAL CORRESPONDENT

A BREAST cancer drug for women is helping to save the lives of men suffering from the same disease. Male breast cancer is rare, striking about 250 men a year in Britain, compared to about 25,000 women.

Doctors at the Christie Hospital, Manchester, have studied the effects of the drug, tamoxifen, on men with the condition. The drug, one of the most effective treatments of female breast cancer, has been used after surgery and radiotherapy since 1976.

Gerald Ribeiro, consultant radiologist at the hospital, has found that five-year survival among male patients given tamoxifen has increased from 44 to 61 per cent during the past 15 years.

Dr Ribeiro said yesterday: "We don't yet know what causes male breast cancer. We and other centres are looking at occupation, genetics, diet, alcohol consumption and smoking."

The rarity of male breast cancer — which affects men aged about 65, compared to 55 for women — made it difficult for men to take seriously. "Some cannot accept that they may have what they regard as a woman's disease, so they don't seek treatment early enough. The disease has nothing to do with their manhood," he said.

Men whose puberty was delayed are at increased risk of fractures due to the brittle-bone disease osteoporosis, according to the *New England Journal of Medicine*.

Ear noise drove man to suicide

A suicide verdict was recorded yesterday on a police sergeant who shot himself to escape incessant tinnitus caused by a prisoner's punch six years earlier.

Sergeant Gerrard Carroll, aged 46, of Chigwell, Essex, served with the police for 26 years before the constant ringing noise drove him to take his life on January 29, Walthamstow, coroner's court, Essex, was told.

His GP, Dr. Andrew Briggs, said the sergeant had given him the impression that the condition "was driving him mad" and affecting his marriage.

Price of justice

David Blythe, aged 22, held in custody for almost a year, wrongly accused of murdering two elderly sisters near his home at Shaw, Greater Manchester, has won five-figure compensation from the Home Office. Another man admitted the killings.

Animals clear

Veterinary tests after a suspected foot-and-mouth outbreak near Carmarthen, Dyfed, have proved negative and restrictions on animal movements have been lifted.

Donor dogs

Owners of big, healthy dogs are being asked to offer their pets as blood donors by Michael Roger, a vet in Stroud, Gloucestershire.

Youths held

Seven youths were arrested after police found petrol bombs and weapons in raid on an estate at Brighton.

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Morris: Labour's voice of experience

Labour struggles to match the government's strength in depth

Here is one for Trivial Pursuit enthusiasts. Which of Labour's frontbench team has the most government experience? Could it be Roy Hattersley and his four juniors on home affairs, or Bryan Gould's team on environment, or Robin Cook's on health?

The answer is the two-man team of lawyers shadowing the Attorney-General. John Morris was secretary of state for Wales from 1974-9. His deputy John Fraser was a middle rank minister of state for prices and consumer affairs from 1976-9.

There is, intriguingly, the only shadow team in which more than a single member has previous experience of government. Even if you count Margaret Beckett, the shadow chief secretary to the



By ROBIN OAKLEY

Treasury, as part of John Smith's economic team (which Labour's official list does not) they are still out-ranked by the two lawyers. Mr Smith was in a Labour cabinet for just a year as trade secretary in 1978-9. Margaret Beckett was a parliamentary under-secretary for education from 1976-9.

It points up a problem for Neil Kinnock, who has never been even a junior minister himself (the nearest he got was bag-carrying as Michael Foot's FPS for a short spell). As the Tories will no doubt remind us nearer the time, he would enter Downing Street

with one of the least experienced teams of ministers to come to office.

When Harold Wilson won power in 1964 after 13 Tory years he was able to include 12 former ministers among the 23 he sat around the table, including four who had served in a cabinet. By comparison only six of the elected shadow cabinet have any government experience: Roy Hattersley, John Smith, Gerald Kaufman, John Cunningham, Michael Meacher and Margaret Beckett.

Like the then Mr Wilson, Mr Kinnock has on his front bench four former cabinet ministers (I am not counting Stan Orme, who will be 69 by the time of the election and whose position as chairman of the parliamentary Labour party is not that of a shadow

minister). Along with Messrs Smith and Morris the other four are Mr Hattersley (prices secretary 1976-9) and Lord Cledwyn of Penrhos (Welsh secretary 1966-8 and agriculture minister 1968-70). Now 75, Lord Cledwyn is the shadow leader in the Lords.

Of Labour's 82-strong frontbench team in the Commons (excluding 13 whips) only a dozen list previous government experience in *Doyle's Parliamentary Companion*. Along with the three former cabinet ministers there are three who made the minister of state. Mr Fraser, Gerald Kaufman (industry 1975-9), and the retiring Denis Howell (environment and sport 1974-9).

Another six had their feet on the first rung of the ladder

as parliamentary secretaries during a previous Labour government. They are Ms Beckett, Mr Cunningham (energy), Mr Meacher (industry, social security and trade), Barry Jones (Wales), Alf Morris (DHSS) and Jeremy Bray (justice and mines). If we are to count whips then three more would qualify after a spell of MP-minding during the Callaghan years: Peter Squire, Ann Taylor and Jim Marshall.

Only 29 of the frontbench team have even been in the Commons with a Labour government in power. And 26 of Mr Kinnock's frontbenchers are still in their first parliament. That underlines Labour's real problem, which is not at the top. Most impartial observers would agree that the shadow cabinet today can

match the Major cabinet man for man and in some cases outpace it.

The problem is lower down. Although they would probably soon put on weight with red boxes in their hands, there is not the strength in depth on the Labour side that is evident among the Tory ministers of state.

There are obvious exceptions. George Robertson, the battle-hardened No 2 spokesman on foreign affairs, would be worth his place in any cabinet. Nick Brown on John Smith's team would hold his own with the Treasury mandarins. Barry Sheerman and Alistair Darling have both impressed on Home Office issues. But few others would automatically be listed as like-

ly to become cabinet material by the end of a parliament.

Does it matter? Conservatives will try to make it do so. With the gap between the main parties on policy much narrower than it was in 1983 or 1987, the focus is likely to be on the best team to take the country through a troubled period in the world economy. We will hear much of the line: "Well, who do you want representing this country at the international conference table: John Major and Douglas Hurd or Neil Kinnock and Gerald Kaufman?"

But the Conservatives have a difficulty. By overdoing the experience factor they would remind the country just how long they have been around. The time the other side had a go feeling is never too far from the surface.

Kinnock rallies party for election battle

By PHILIP WEBSTER AND JILL SHERMAN

LABOUR is to exceed its £6 million target for its general election fighting fund, the party's ruling national executive learnt yesterday as it cleared the decks for a campaign that all politicians expect to be under way in just over a fortnight.

The executive, at what is expected to be its last meeting before the election, cheered Neil Kinnock after he told them in a confident rallying call that Labour was "ready to run, ready to win and ready to serve."

He promised a "practical programme" to tackle the recession and said that a Labour administration would be a revelation to the people, offering "good, honest, open, purposeful" government.

Mr Kinnock spoke as expectations of a Budget increase in borrowing dominated the day's campaigning. Labour and the Liberal Democrats united in opposition to income tax cuts as senior figures in both parties hinted that they would accept the level of borrowing set by the government and use the mon-

ey instead to finance investment. John Smith, the shadow chancellor, claimed that reductions in income tax would have to be swiftly clawed back if the government was to balance its books.

Michael Heseltine, the environment secretary, attacked Labour's plans. "I don't know of anybody who thinks you can stimulate the economy by putting up taxes," he said. He indicated, however, that the government did not see spending on education or training, two key pledges of the opposition parties, as an immediate priority. Spending in these areas, while producing benefits in the long term, would not produce a "short-term surge to stimulate the economy," he said.

Mr Smith claimed there was a £33 billion hole in the plans of Norman Lamont, the Chancellor, as he sought to reach the government's "fundamental objective" of balancing the budget by

1996-7. The shadow chancellor said that with a predicted £23 billion public sector deficit and the £10 billion cost of cutting income tax to 20p in the pound, Mr Lamont had a £33 billion gap to make up. The only way to fill it was for the economy to grow by at least 5 per cent a year, implausible given the government's record of growth of just 1.7 per cent since 1979.

Alan Beith, the Liberal Democrat Treasury spokesman, said it was an illusion to imagine that income tax cuts would give the economy a serious stimulus. If the government borrowed money to enable people to repay their personal debts it was engaging in madhouse economics.

As the Labour executive put the last candidates in place for the election, Larry Whitty, Labour's general secretary, said the party was better prepared than ever before in every constituency because of the dry runs of last June and November. Labour's election finances have been boosted by much higher than expected donations from party supporters.

According to senior party officials, the electioneering atmosphere of recent weeks has meant that the party's normal fund-raising activities have increased sharply. "Receipts have shot up," said one. At the party's big fundraising dinner two weeks ago, there was one single donation of £10,000, it was disclosed.

Mr Kinnock and his colleagues were buoyed by the latest ICM opinion poll showing the party three points ahead. He told them: "If the government was to run away again from April 9 it would turn certain defeat into certain annihilation, because the British people would understand that they were continuing their game of fast-and-loose for yet another month."

He predicted that the election would be fought on the issues on which Labour was strongest and had the most appeal. "We will win on health, we will win on education, we will win on our programme to end poverty, we will win on our policy for protecting the environment," Mr Michael Heseltine yesterday attacked Labour's "muddled and confused" plans for devolution and regional assemblies, saying they would lead to higher taxes. "Labour claim they would seek consensus for their assemblies, but clearly none exists. Would Labour impose their regional assemblies against the will of local people?" he asked.

The party's plans to allow assemblies to vary the levels of local taxation were tantamount to introducing a regional tax, he said. "All Labour's plans fly in the face of experience and good sense."



Straw poll: Labour's education spokesman, Jack Straw, talks to a student after his press conference yesterday

Education reforms pledged

By JOHN G. LEARY
EDUCATION CORRESPONDENT

LABOUR promised to end the "jungle" of examination and training systems that confront school-leavers. Jack Straw, the shadow education spokesman, said too many were deterred from staying on at school or going into training.

At a London School of Economics news conference he said Labour would introduce laws to ensure that no 16-year-old leaves school and goes into work without training for recognised qualifications.

Meanwhile, a survey by Mori for the Independent Schools Information Service showed that almost 40 per cent of families receiving government help with independent school fees earn less than £10,000 a year.

The survey showed that two-thirds of pupils supported by the Assisted Places Scheme in 1989-90 came from families earning less than the national average of £15,000. The figures were published a day ahead of a debate on the scheme. Both opposition parties are committed to phasing out the scheme.

Mr Straw claimed that the survey confirmed his criticism of the scheme since it showed that 60 per cent of assisted pupils had middle class backgrounds.

"Parents are fully entitled to send their children to private schools if they wish. But the assisted places scheme raises the quite separate issue of whether the state should be paying the higher fees of pupils in those private schools at a time when resources for state schools are so squeezed."

Mellor gives warning of return to high inflation

By PETER MULLIGAN AND JOHN WINDER

THE prospect of economic recovery would be jeopardised by rising inflation and interest rates, Mr David Mellor, chief secretary to the Treasury, told MPs yesterday during a debate on inflation.

Margaret Beckett, the shadow chief secretary, accused the Conservatives of a "Jekyll and Hyde" approach to inflation control.

In a speech which Tory MPs continuously applauded, Mr Mellor predicted that the high inflation of the 1970s — "furry money chasing massive prices" — would return if Neil Kinnock became prime minister. He said: "Stable prices were in sight now as the policies that have brought them about were adhered to."

Mr Mellor described Labour as the party of devaluation and mocked the assertions of John Smith, the shadow chancellor, that he would not devalue. He brushed aside claims about the government letting inflation rise for the second time in a decade. "Any increase in inflation to a peak of 30 per cent two years ago is nothing compared to the record of 25 per cent under Labour."

Mrs Beckett said that the government had chosen to debate lower inflation and interest rates because they could boast of nothing else, with soaring unemployment, house repossession and bankruptcies plummeting investment and negative growth.

Reviewing the government's economic record, she said that two years after the 1983 election, "flush with money and rhetoric, companies and individuals had gone on a credit spree while

the government went on feeding inflation, raising money for public sector housing, forcing councils to increase rents, insisting on price increases for gas and then for electricity and water, to prepare for privatisation. They had pushed up interest rates and kept them up while mortgage debts increased."

When Philip Oppenheim (Amber Valley, C) asked whether "Labour" would change interest rates to keep sterling within the ERM bands, he replied: "We have long expressed the view that if the exchange rate is properly managed there is no need."

Mr Mellor said that the Treasury would not hold Treasury office for ten seconds if she could not improve on that. Mrs Beckett replied: "He seems to have managed it."

Growth had gone down last year by 2.5 per cent, the worst figure in a calendar year since the depression of the 1930s. "Three thousand jobs have been lost every day since the prime minister got his new job," Mrs Beckett said.

The classic definition of inflation was too much money chasing too few goods, but this government had relied solely on money supply to control it, ignoring supply of goods and services and leaving that to the market.

Mrs Beckett repeated that Labour would maintain the exchange rate, and when Conservative MPs shouted "How?", she replied: "We must maintain low inflation and stable conditions so that business can plan ahead and address supply side failures, and above all they would avoid inflationary own goals."



Shrinking pound: Mellor predicts that a Labour government would hit economic recovery

Reversal of water sell-off promised

By NICHOLAS WOOD, POLITICAL CORRESPONDENT

LABOUR yesterday reaffirmed its proposals to renationalise the ten regional water companies. At current market prices this could cost the taxpayer up to £8 billion.

The pledge from Ann Taylor, the shadow cabinet minister responsible for water, quashed speculation that the Opposition was about to retreat further from its plans to reverse privatisation.

Mrs Taylor left herself sufficient elbow room to downgrade further her party's sole remaining big renationalisation pledge in the coming election campaign. She said: "In terms of taking the water industry back into the public sector, we still think that is appropriate because water is too important to be left as a private monopoly."

Labour has not yet fixed on a time scale for renationalising an industry privatised three years ago, nor has it agreed a mechanism for taking it back into public ownership.

According to figures produced by Conservative Central Office, it would cost the Exchequer £7.96 billion to buy back all the water shares at current market values. Buying a 51 per cent controlling stake would cost nearly £4 billion. Mrs Taylor said that £8 billion was not Lab-

our's estimate of the cost. "We cannot talk about figures until we decide the actual structure and the way in which we would take water into the public sector."

She said that Labour was still talking to its City advisers about a "range of options". "But none of them have suggested that taking water back into public ownership would require a cost of that kind."

Mrs Taylor's remarks came at a Westminster press conference in which she attacked the privatised water companies for forcing customers to accept water meters. "In parts of the country where there had been trials of water meters, some bills had gone up by three or four times. She promised that Labour would make metering an option for domestic consumers. The long-term answer lay in tying water bills to the rateable values of properties."

David Trippier, the environment minister, later dismissed Labour's plans as "a complete muddle". They were unable to tell taxpayers how big the bill would be for this "last gasp of state socialism".

In November, Labour abandoned its plans to renationalise British Telecom by taking a controlling stake in the company. At the same time, Gordon Brown, its shadow trade minister, indicated that the water pledge was being kicked into touch.



Debate on health 'silenced'

Labour yesterday demanded a government statement on the postponement until after the election of the white paper setting new national targets for reducing premature deaths from heart disease and cancer.

Robin Cook, the shadow health secretary, said the decision to shelve *Health of the Nation* showed that health promotion came bottom of the cabinet agenda. "The real reason Chris Patten has put a muzzle on William Waldegrave is that he wants to keep health out of the news. The Tory party knows they have lost the argument over the NHS and that their only hope is to silence the debate."

Teachers' pay

Teachers' salaries have risen by 36.2 per cent in real terms since the government came to power in 1979. Michael Fallon, the education under secretary, said. The average salary is now £18,320 and the latest award will add 7.8 per cent to the wages bill.

Bill returns

For the eighth time Jeremy Corbyn, Labour MP for Islington North, introduced a bill aimed at eliminating poverty in retirement. It would abolish standing charges and television licence fees for pensioners and link pensions to average earnings. It has no chance of becoming law.

Tourist count

Eric Forth, the employment under secretary, issued figures showing that about 18 million tourists and others visited the UK in 1990 and spent about £7.7 billion.

Aid cash up

Britain's contribution to the EC's overseas aid budget has risen by 25 per cent in real terms to £333 million since 1979, Lynne Chalker, overseas aid minister, said.

Food for needy

The government is asking charitable and other non-profit making organisations to apply to distribute surplus EC butter and beef to the needy.

Parliament today

Commons (2.30): Questions: Northern Ireland; prime minister. Debate on Welsh affairs. Lords (3): Local Government Finance Bill, third reading.

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MP challenges Tory policy on Scottish devolution

By JILL SHERMAN
POLITICAL CORRESPONDENT

A CONSERVATIVE MP embarrassed the government in the Commons yesterday by openly challenging its refusal to consider devolution in Scotland.

While Ian Lang, the Scottish secretary, maintained a robust defence of the union, a Tory backbencher urged him to discuss a better solution for the future in the face of dwindling support in Scotland.

Voicing the private views of a number of Tories, Robert Adley, Conservative MP for Christchurch, reminded Mr Lang that ever since 1975 support for the Tories had declined in Scotland. "After listening to the arguments for more than 20 years some of us still find the argument of Lord Home (in favour of devolution) rather more seductive

than that of Mrs Thatcher," Mr Adley said. "Surely our party is in favour of decentralisation?" he asked. "After the election is it not possible to initiate some sort of discussion which enables us to arrive at a solution which is acceptable to most people?"

Refusing to answer the question directly, Mr Lang admitted that the principle of devolution was important to the Conservatives. He reminded Mr Adley that in 1979, after the last time the issue was addressed

— and support for a devolved assembly fell — the strength of the Scottish Conservative party had risen "very considerably".

Earlier, during what was probably his last Commons question time before the general election, Mr Lang reinforced the government's opposition to devolution.

Donald Dewar, the shadow Scot-

tish secretary, asked for clarification of the prime minister's remark that he was "taking stock" of the situation. "Does such a defence as far as you and your party are concerned rule out now and in the future any form of directly-elected body for Scotland?" Mr Dewar asked. Mr Lang said: "Our position is absolutely clear... we are determined to maintain Scotland's full place as an equal partner in the UK and to create no bodies which would fragment or undermine that position."

The government intends to further underline the electorate's choice between unionism and devolution by encouraging a debate on home rule in Wales. David Hunt, the Welsh secretary told journalists that the Welsh grand committee would debate devolution and the meeting, expected on March 9, would take place in Cardiff. Motions were expected to

be put down in the House today to enable the meeting to take place for the first time outside Westminster. "I am anxious to extend and widen the debate," he said.

Pressed on how the Tories would strengthen the union, Mr Lang said at the same press conference that this would be done through economic development across the UK.

Major investment in the 1970s and 1980s should be built on by keeping tax rates down and inflation low, he said. Scotland had "derived enormous benefit by sound management of the economy". For every four companies trading in Scotland in 1979, there are now seven.

Mr Lang hinted that more civil servants could be deployed from London to north of the border, but would not be drawn on whether any "Westminster business" could be transferred to Scotland.

Finns ready to join EC after Russian trade slumps

FROM OLLI KIVINEN IN HELSINKI

FINLAND'S centre-right coalition government will decide today to apply for full membership of the European Community and hopes to be able to conduct membership negotiations in parallel with Sweden and Austria.

The government will issue a statement to parliament setting out Finland's aims and hopes. The application will be delivered after March 18 when parliament has debated and voted on it.

Finland has been able to get rid of the Stalin era friendship pact, which the Soviet Union used to put pressure on Helsinki, but the country has been affected by Europe's tumultuous developments and the collapse of

the status quo, which have brought benefits for most other countries.

During the 1980s, Finland's economic growth was among the highest in developed industrial countries and lifted the country among the richest nations. Trade with the Soviet Union ran smoothly and cushioned the economy against fluctuations in the Western market. Membership of the Community was no issue because neutrality and closeness to Moscow ruled it out.

Now all that has vanished. Trade with Russia has collapsed and Finland is in the middle of the worst recession since the hunger years in the 1860s. GNP fell 5 per cent last year. The revered neutrality lost its meaning just as Helsinki was able to gain universal acceptance for it. Finland has found itself in the position of a normal, faraway Nordic country. The Scandinavian welfare society model itself is in danger because of rising costs.

After the end of the Cold War, Finland sought shelter in the European Economic Area proposed by Jacques Delors, the European Commission president. Willingness to join as a full member began to grow day by day after it became obvious that the negotiations between the Community and the European Free Trade Association to establish the economic area ran into one problem after another. Most Finnish leaders now admit the area can only be a temporary solution.

The rapid change brought difficulties, especially to the leaders of the main coalition partner, the Centre (formerly Agrarian) party of Esko Aho, the prime minister. They have worked hard for months to convince their former supporters that Finland must join. Most of the farmers oppose full membership, fearing that it will wipe out Scandinavian agriculture.

The second biggest coalition party, the Conservatives, is all for membership, and it has pushed the reluctant Centre party hard towards accepting membership. The third group in the coalition, the Swedish People's party, supports membership. The Christian Union party is against, and it is likely its lone minister must resign. The main opposition party, the Social Democrats, also supports quick membership.

The decision to apply for membership has been certain for several weeks since President Koivisto threw his weight behind the move early this month.

Leading article, page 13

Five sign Europe peace pact

BY OLLI KIVINEN

FIVE republics of the former Soviet Union officially joined the European security conference yesterday when their presidents signed the Helsinki final document in the Finlandia hall, Helsinki, where it was originally adopted in 1975.

All 120 countries which were admitted to the Conference on Security and Co-operation in Europe (CSCE) last month were invited but only five presidents came to Helsinki. Russia does not need to sign as it is the Soviet Union's successor state, and Georgia has not applied.

The occasion turned into a protocol planner's nightmare, which gave an indication of the difficulties that can be expected when the next CSCE follow-up conference begins in Helsinki at the end of March with 48 states present instead of the original 35. Some of the new republics are in Asia, and they have almost no experience of running a foreign policy.

Finnish officials did not have exact advance information on which presidents were coming or when. President Kravchuk of Ukraine arrived yesterday, while the presidents of Belarusia, Moldova, Uzbekistan and Tajikistan arrived on Tuesday.

President Kravchuk said at a press conference that he is confident that Ukraine and Russia can solve their disagreements in the next Commonwealth of Independent States meeting in Minsk on March 20.

Raiders grab food aid

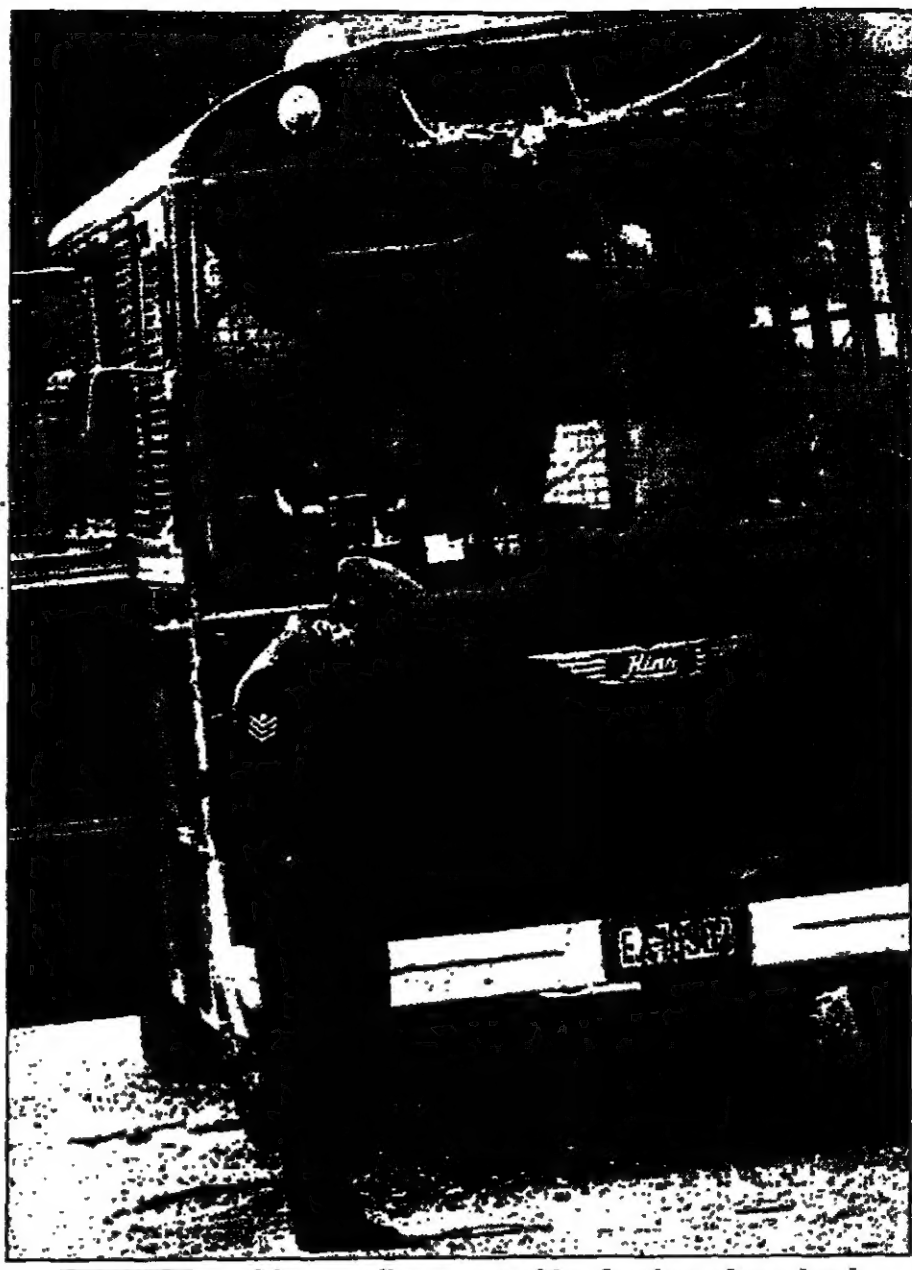
FROM REUTERS IN TIRANA

AT LEAST two people were killed when thousands of Albanians raided food warehouses. The state radio said yesterday that the rioters took stocks of foreign food aid in Pogradec on Tuesday and were still attacking a day later. At least two people were suffocated in the crush.

Police fired shots to disperse the attackers but had to retreat yesterday morning, the radio said. Military reinforcements were requested in Pogradec, 50 miles southeast of Tirana.

Albania's three million people have endured a winter of chronic shortages as the economy, ruined by 40 years of stalinist isolation, teeters on the verge of collapse. The country's second free general election, originally scheduled for March 1, is due to be held on March 22.

A year ago, inexperienced democrats won less than a third of the seats in parliament while former communists captured the majority. This is the campaign for the final victory over communism and for the establishing of democracy," Sali Berisha, the Democratic party leader, told a cheering crowd of 15,000 as he opened his campaign yesterday in Tirana. "The Democratic party will win because it succeeded in one year in returning basic human rights to Albanians."



Ground for suspicion: a policeman searching for clues after a bomb wrecked a police bus in Athens yesterday, injuring 18 riot policemen

Gorbachev banks on fast buck

BY OUR FOREIGN STAFF

MIKHAIL Gorbachev said in a television interview broadcast yesterday that he now did the shopping and lamented that money went nowhere in the new Russia.

"As soon as I started going to the shops, I realised that was 500 roubles gone straight away," the former Soviet president complained. "What I'm thinking now is — that's enough. It's time I earned some dollars to support my family," he said.

"Raisa and I, we receive all the bills... we pay them... out go the cheques and last month we calculated we'd spent 3,900... That's my entire pension," he said.

Mrs Gorbachev spoke of the strain her husband had endured during his leadership. "To understand Mikhail Sergeyevich fully, you must understand what he embarked on... the decisions he took. If anyone knew how much we suffered during those seven years, all the sleepless nights, the countless dangers, the worries."

The interview was broadcast by ITN, whose Moscow reporter, Penny Marshall, joined a French television team for the encounter. The film illustrated the more modest life the couple are now leading. Mr Gorbachev still has his ZIL limousine and bodyguards. But he was shown being driven unescorted, and drinking with friends.

City seeks UN stamp of approval

FROM JAMES BONE IN NEW YORK

EVER since a Christian stonemason named Marinus fled to the Apennine mountains to escape religious persecution by the Roman emperor, Diocletian, in the fourth century AD, the city-state he founded atop Mount Titano, in northeastern Italy, has enjoyed a splendid isolation. But now San Marino, named after St. Marinus, whose remains are interred in a local church, is stepping out to the world stage.

The world's oldest republic has asked to join the United Nations, and has already won the security council's support. The full 166-nation UN General Assembly is due to approve its admission on Monday, along with that of eight former Soviet republics — Kazakhstan, Tajikistan, Uzbekistan, Kirghizia, Armenia, Moldova, Turkmenistan and Azerbaijan.

Totally surrounded by Italy, San Marino is best known as a tourist attraction and the producer of colourful stamps. The republic has its own government, judiciary, taxes, police force and even car licence plates. But it has a population of only 24,000 and covers just 23.6 square miles. Diplomats say San Marino decided to apply for UN membership after the Iraqi invasion of Kuwait, when the UN showed itself to be a staunch defender of the sovereignty of small states.

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President's men go for Buchanan jugular

FROM PETER STOTHARD, US EDITOR
IN SAVANNAH, GEORGIA

THE Bush re-election campaign team opened the bitter phase of its battle against Patrick Buchanan, the right-wing Republican challenger, yesterday.

After a worrying result in Tuesday's South Dakota primaries and an embarrassing failure to gain full endorsement from Ronald Reagan, the White House decided that Mr Bush had to rouse his forces and stop the drift. Vice-President Dan Quayle, seeking support in Savannah for next week's Georgia primary, went well beyond any previous personal attack on Mr Buchanan. He told an audience of supporters that the challenger was a fake conservative who supported the pro-Palestine policies of the Rev Jesse Jackson, the weak defence policies of George McGovern, and the protectionist trade strategy of the Democratic House leader, Richard Gephardt.

The attacks coincided with the start of a television campaign criticising Mr Buchanan's opposition to the war against Iraq. Retired marine commandant, General P.X. Kelly, can be heard intoning nightly here how Mr Buchanan's "irresponsible assertions and lack of support for the president during Operation Desert Storm do not, in my opinion, make him an attractive candidate".

Mr Quayle and General Kelly are just two of the aggressive surrogates whom the president has decided to use to blunt the Buchanan attack in Georgia, where the primary on March 3 is the two sides' next big test of strength. Mr Buchanan was not in the ballot in South Dakota, where opposition to Mr Bush still resulted in a 32 per cent vote for an uncommitted slate of convention delegates who would be able to choose either candidate in August.

Georgian Republicans, particularly outside Atlanta, are mainly old-fashioned conservatives with a strong affection for the military. The best surrogate to appeal to them would be Mr Bush's former boss, Mr Reagan.

The Bush campaign had been rattled by newspaper reports of an alleged Reagan statement that the president "doesn't seem to stand for anything" and had set up an urgent meeting between the two men at Mr Reagan's Bel-Air home. But after reporters waited at the Reagan's gate, which had been brown-painted to stop any sight of their greeting, there was no photo opportunity.

Voters spurn Bush

FROM MARTIN FLETCHER
IN WASHINGTON

BOB Kerrey easily won South Dakota's Democratic primary on Tuesday, but Paul Tsongas and Bill Clinton flopped. The results underscored the party's desperate lack of a single commanding candidate capable of exploiting the Democrats' best chance of recapturing the White House since 1976.

President Bush's vulnerability was highlighted by the fact that he was snubbed by nearly a third of South Dakota's Republicans even though he was his party's only candidate. In a state with an economy far less battered than New Hampshire's, 31 per cent rebuffed the president by voting for an uncommitted slate and two thirds of those said they would not support Mr Bush against a Democrat.

Patrick Buchanan, who is fighting for the Republican nomination but registered too late for South Dakota's primary, said the result showed Mr Bush to be weak as a kitten.

All the Democrats save Jerry Brown put time and money into South Dakota but again a regional candidate took the prize.

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Fuji Z2000 Zoom Camera	45	239
Yamaha LC 125 Motorcycle (2300 miles)	135	950
Toyota Sewing Machine	30	189
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A song in their hearts: Natalie Cole holds three of the Grammys won by her record paying tribute to her father; the rock singer Michael Bolton with his award as best male pop vocalist; and Barbra Streisand with her Grammy for achievement in her career

Unforgettable oldies sweep Grammy board

FROM CHARLES BREMNER IN NEW YORK

THE heavy-metal fans scratched their heads in wonderment and a few sneers rippled through the ranks of rappers in New York's Radio City Music Hall, but across the country, ordinary folk cheered before their television sets early yesterday.

At the annual coronation ceremony of the American music business, they had thrown political correctness to the winds and showered awards for best record, album and song, plus three other "Grammys" on Nat King Cole's ultra-romantic *Unforgettable*, a number written and performed in 1951 when half the judges had not been born. "Best song of which year?" jeered one irreverent rocker.

Cole, the idol of the bobby-soxers, who died in 1965, "joined" Natalie, his daughter, on a giant video screen in the rousing techno-applauded duet which had won her the lion's share of the industry's Oscars. It was bad enough that Bonnie Raitt, a mainstream rocker beat all the younger performers and took three Grammys. This, too, meant the more hip guardians of pop culture, was a sad comment on the times and ultimate proof that the Grammys were out of touch.

In a year when the best-selling acts have names such as Naughty by Nature, Guns 'N Roses and Niggers with Attitude, the greats of the recording business succumbed to a paroxysm of nostalgia, along with the four million mainly young Americans who in recent months have bought Ms Cole's album and found that there was life before

synthesizers. "I thank my dad for leaving me such a wonderful heritage," said Ms Cole, whose computer-enhanced record also initiated the rock public into such as melodies *Mona Lisa*.

The night was a good one for posthumous glory: awards went to the classical and jazz sections to Leonard Bernstein and Stan Getz, both of whom recently died, and to Billie Holiday.

This vindication of the oldies before a worldwide television audience overcame the good grace of Irving Gordon, when he received the Grammy for writing *Unforgettable*, four decades after the event. "It's nice to have a

song accepted that you don't get a hernia when you sing it," he said, setting thousands of younger teeth on edge. "It's not necessary to scream your head off to say 'I love you'."

That was taken as a personal offence by Michael Bolton, a young singer who won the Best Pop Vocal for a mega-decibel rendition of the 1960s standard *When a Man Loves a Woman*. "You can take no talent chimpanzees, give them paint and they'll destroy any Van Gogh and Rembrandt around," he told the cameras backstage. "I can say I don't get a hernia when I sing, because for me it is no problem."

Sarcasm, much of it politically correct, dominated the discourse at the four-hour marathon, attended by 6,000 celebrities, as performers and Whoopi Goldberg, the host, in particular, delivered the standard appeals for the environment, peace, AIDS awareness and self-esteem. White men, the current butt of "appropriate" anger in America, were the favourite target, though two black men, Mike Tyson and Judge Clarence Thomas, came in for their share of anti-sextist cracks. Jibes from the winners were also a feature. Metallica, which won the heavy-metal category, were indignant that Jethro

Tull, an act from the Sixties, had pipped them to the post the last time. When Barbra Streisand received her "Living Legend" award, she took a swipe at the ungrateful Hollywood crowd which ignored *The Prince of Tides*, her latest film, in its Oscar nominations last week.

It was not, however, a good night for all has-beens. Just hours before Donald Trump was to attend the Grammy feast, a thief made off with his stretch limousine, forcing him and Marla Maples to hitch a lift with John Denver, another blast from the past.

Diary, page 12

Tinseltown throws its biggest party

FROM WILLIAM CASEY IN LOS ANGELES



Star style: choosing a present for Elizabeth Taylor is likely to be a difficult task

TINSELTOWN'S most sought-after invitation of 1992 is from Elizabeth Taylor. The queen of Hollywood and 1,000 guests will take over Disneyland today to celebrate the actress' 60th birthday.

The birthday bash, estimated to be costing several million dollars, comes less than six months after the excesses of her wedding at Michael Jackson's Neverland Ranch in Santa Barbara, northwest of Los Angeles.

Uninvited guests included some in low-flying helicopters and a daredevil parachutist with a video recorder strapped to his head.

"It's going to be the biggest party she has ever seen

the biggest party Hollywood has ever seen," said Greg Albright, a Disneyland spokesman. "It's going to be wild and fun. We're pulling out the stops."

The invitation features a border with photographs of the star throughout her career alternating with snaps of Mickey Mouse. It states curtly: "Adult children only, please." Guests are expected to bring presents - an awkward task perhaps for a woman used to a gift-wrapped yacht or diamonds.

Disneyland will close to the public at 6pm. The entertainment has been organised by Michael Eisner, the Walt Disney Company chairman, and David Geffen, a leading Hollywood record producer.

The Julie Ward trial

Mother weeps on judge's visit to scene of death

FROM SAM KILEY IN THE MASAI MARA, KENYA

JANET Ward, confronted for the first time with the scene of the death of her daughter Julie, yesterday was unable to hold back the tears she had bottled up through three weeks of evidence.

Clutching a posy of flowers she had picked as she walked towards the site, Mrs Ward stood isolated from the ring of reporters and court officials. She listened to her husband explain how he had found his daughter's remains in an isolated grove, and sobbed.

Relieved of the stiffness of the Nairobi high court the two accused, police, prison guards, judge, witnesses, two sets of lawyers plus the British and local press had earlier packed themselves into a caravan of a dozen off-road vehicles. They travelled through the bush across one of Africa's paradise parks to reconstruct the last week of Julie Ward's life.

The court officials and Mr Ward, the leading witness in the trial of two Masai game rangers accused of killing Miss Ward in September 1988, arrived in the Masai Mara reserve in a Kenyan Army Puma helicopter.

After a two-day search for Miss Ward her father found her remains in the cluster of shrubs dominated by a tree on September 13 1988. Since then he has spent £300,000 first in proving that Miss Ward was murdered and then in helping track her alleged killers.

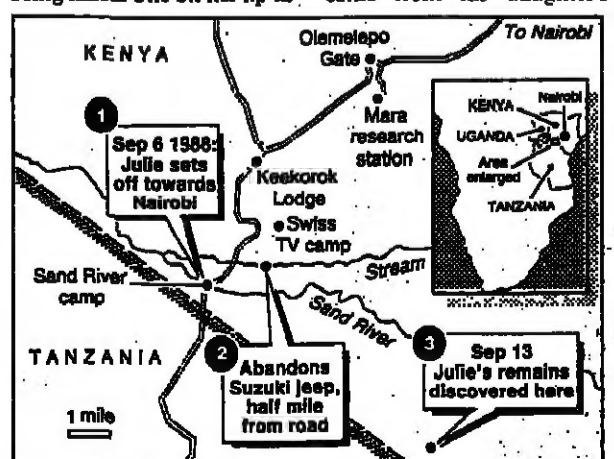
All that he found at the site was a half finished can of fish and some torn twigs in a bough of the tree, the ashes of a fire containing bones, the

lower half of Miss Ward's left leg, and her bonnet jaw. Mr Ward yesterday pointed out the places where he found what remained of his daughter.

Mrs Ward, also 56, earlier had briefly shed silent tears behind her sun-glasses at the Makari rangers' outpost, where Miss Ward was allegedly held by Peter Kipeken, aged 26 and Jonah Magiroi, aged 28, for a week before being killed. She bit her lip as

have committed the crime. Yesterday the court was shown the site where a Swiss film crew had camped at the time of Miss Ward's disappearance, just half a mile from where her car was stuck.

Salim Dhanji, the prosecutor, also has said that a few Caucasian hairs were found at the rangers' camp and Mr Ward had found a camera or watch battery, which could have come from his daughter's



she heard Mr Ward describe how he had, with the help of a Kenyan policeman, cleaned out the sewerage pits for clues about his daughter's death.

Mr Justice Fiddahussain Abdullah, was led first to the Sand River Gate where Miss Ward had camped before setting off to Nairobi. Her car was found about five miles away stuck in a water-logged gully two miles from the nearest road. The prosecution has argued that the two rangers were the only people around at the time who could

Olympus on the ground at Makari.

Yesterday 14 rangers were lined up before the court, showing their wrists. Five wore watches, three of them electronic.

The rangers swiftly were marched back to sit in their Land-Rovers to give Mr and Mrs Ward the chance to grieve without the disturbing presence of the men accused of killing their child.

The trial continues in Nairobi today.

De Klerk declares World Cup break

FROM RAY KENNEDY IN JOHANNESBURG

MR VAN DER MERWE, the Afrikaner, was tied up "in conference" yesterday morning, as was his Anglo chum, Mr Smith. In fact, while the national cricket team was trouncing Australia in its first World Cup after years of the anti-apartheid boycott, the busiest people in South Africa were switchboard operators and secretaries, fending off their boss's callers.

Thousands of miles away the South African team was playing Australia in the World Cup and against even the most loyal predictions, winning.

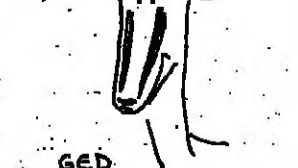
If President de Klerk had called his referendum yesterday it is a safe bet that not even the Conservatives would have deserted their TVs and radios to go out and vote "no". As it happened, even serious affairs of state came second. Mr de Klerk was presiding over the weekly cabinet meeting at his official Cape Town residence, and the agenda was topped by the referendum. But as Kepher Wessels, the captain, and Peter Kirsten, the veteran who was originally rejected by selectors, hit the winning runs cabinet business came to a halt.

Mr de Klerk immediately called Wessels: "We have just been informed of the result of the match." (Nationalist) Mr de Klerk and his colleagues could not admit that they were glued to the commentary like everybody else. "The cabinet and I, together with the whole of South Africa, confirm our 'Yes' for our cricket team. Heartiest congratulations on a glorious victory. We are proud of you. Your victory is a victory for all of us over years of isolation and rejection."

Television coverage of the match was denied to the majority of South African viewers although there was an adequate ball-by-ball radio commentary.

The state-controlled South African Broadcasting Corporation failed to secure transmission rights with Australia's Channel 9 television which sold them to M-Net, a private firm which distributes an encoded signal.

According to Alvina Macaskill, a spokesman for



M-Net in Johannesburg, the company's technicians have been unable to keep up with the demand for decoders which has soared since the South African team arrived in Australia three weeks ago.

Hotels and clubs laid on special breakfasts for the match which started at 5.30 am local time yesterday and pubs, which had installed M-Net decoders, were packed from their 9 am opening time. Even schooling was interrupted. At an upmarket Catholic school in Johannesburg the normal double period of religious instruction was cancelled.

Famous victory, page 28

Canada to pull out Europe troops

London: Nato expressed surprise and alarm yesterday after Canada announced that it intended to pull out all its troops from Europe (Our Foreign Staff writes). The 7,000 troops will leave by 1994.

The decision could have significant political implications for the alliance. The main concern was that the removal of one element of the transatlantic link to European defence could encourage the United States to consider deeper cuts in the American military presence.

Yesterday's announcement was made in Ottawa by Don Mazankowski, the Canadian finance minister, as part of a budget-cutting exercise. Canada, which has had troops in Europe since the second world war, had planned to leave a residual force of 1,100 men after 1994. The troops, which consist of one mechanised brigade group and one air division, are all based in Germany.

Manfred Wörner, the Nato secretary-general, said: "While I recognise the financial pressures which led to this decision, I have noted it with considerable regret, given the political and military importance of the presence of Canadian forces in Europe."

The Foreign Office said that it regretted the decision.

Spain unveils security plan

Madrid: The Spanish defence ministry said that 12,000 servicemen would guard the Olympics in Barcelona, the Expo world fair in Seville, and strategic installations such as the Madrid-Seville high-speed rail line.

It said 5,000 troops would be used for internal security at the games and up to 9,000 would be deployed elsewhere.

Militant killed

Delhi: Indian security forces shot dead Rajbeer Singh, deputy chief of the Khalistan Liberation Army, and nine others in a gun battle in the Punjab. The Sikh militant is said to have committed 200 political murders. (AFP)

Peking rebuff

Peking: China's foreign ministry has rejected a bill approved by the US Senate attaching conditions to the renewal of the country's most favoured nation trade status, saying that it would harm bilateral relations. (Reuters)

Farms action

Harare: Zimbabwe's parliament intends to consider a land acquisition bill this week that would nationalise the highly profitable white-owned farms with little compensation and no right of appeal. (AP)

Keating plan

Canberra: Paul Keating, Australia's Labor prime minister, launched a multi-billion dollar plan aimed at ending the recession by creating jobs, cutting taxes and boosting investment while keeping inflation down. (Reuters)

Suit success

New York: Lisa Olson, the reporter who sued the New England Patriots football team for sexual harassment after an incident in their changing room, has accepted an out-of-court settlement in the six-figure-dollar bracket.

Burma accused

Teknaf, Bangladesh: Muslim refugees escaping from Burma say Rangoon's troops are committing atrocities against their people. One man said that rape and destruction of Muslim property were common. (AFP)

Friends again

Prague: Helmut Kohl, the German chancellor, and President Hec of Czechoslovakia will sign a sign of friendship treaty aimed at overcoming the legacy of mistrust created by the Munich agreement of 1938.

Carrington talks

Belgrade: Lord Carrington, chairman of the EC peace initiative in Yugoslavia, met Slobodan Milosevic, the Serbian leader, for "exceedingly useful and friendly" talks in an attempt to get factions back to the negotiating table.

Walesa attack

Warsaw: President Walesa criticised the appointment of Radoslaw Sikorski, a journalist who holds dual Polish and British citizenship, and who has worked for *The Sunday Telegraph* and *News Corp.* as deputy minister of defence.

Palestinians accuse Israel of push for apartheid

FROM MARTIN FLETCHER IN WASHINGTON

THE fourth round of Middle East peace talks appeared to be going nowhere yesterday after the Israelis had presented a plan for Palestinian self-rule which the Palestinians delegation dismissed as preposterous and "an insult to anybody's intelligence".

Hanan Ashrawi, the Palestinian spokeswoman, said the ten-page plan gave the Israelis the right to continue settling indefinitely in the occupied territories and was in numerous ways "a negation of the barest minimum of the Camp David accords" which Israel and Egypt signed in 1978.

The Palestinians, adopting a harder line than in earlier rounds, said negotiations on transitional self-rule could not even begin until the outstanding issues of continued

Israeli settlement activity in the occupied territories and continued Israeli violations of human rights were resolved.

"While the settlements are going on, while the bulldozers are levelling our land, it is very clear that Israel is trying to dig the grave of the peace process," Dr Ashrawi said. The Camp David accords envisaged an interim Palestinian self-governing authority for a five-year transitional period before the final status of the occupied territories was determined. Israel would at the same time withdraw its forces and end its military rule in the territories.

Israel's plan has not been made public, but it reportedly applies self-rule to people, not to land, circumscribes the anticipated power of the self-governing interim authority, gives the authority no say over any Jewish settler or over east Jerusalem, and preserves Israel's sole responsibility for security in the occupied territories. It makes no mention of a military withdrawal.

Dr Ashrawi called it a "re-confirmation of the occupation... an attempt to legitimise the annexation of the occupied territories". She said it would create an apartheid system with different laws and standards for Israelis and Palestinians. It called the Palestinians "inhabitants" of the occupied territories and said the Israelis have "the right to settle and continue settling" there.

The Bush administration is meanwhile discussing with congressional leaders a means of keeping alive the possibility of giving Israel \$10 billion (£5.7 billion) in housing loan guarantees until after the Israeli elections this summer.

The compromise would involve Congress authorising the guarantee in principle but giving James Baker, the Secretary of State, the power actually to disburse them. This does not represent a softening of the administration's determination to make the guarantee conditional on a settlement freeze, but would postpone an all-or-nothing confrontation, and a new Israeli government might prove more amenable to American demands.

Unless an agreement of this sort is reached, the administration could be deprived of the \$600 million it is seeking

Kuwaitis 'back vote for women'

FROM CHRISTOPHER WALKER IN KUWAIT CITY

DISMAY at President Saddam Hussein's continuing grip on power in Iraq and Kuwait's refusal to grant political rights to women soured celebrations yesterday to mark the first anniversary of the emirate's liberation.

A spectacular display of air power, including two black stealth planes and 123 other jets from ten coalition countries, including Britain, provided Kuwaitis with a welcome message that pressure on Baghdad would be maintained.

A special edition of the *Arab Times* led with a rare opinion poll showing 71 per cent of Kuwaitis backing votes for women, a move that is being resisted by the ruling al-Sabah family. The survey found that even the majority of males questioned backed granting political rights to women who have been barred from taking part in parliamentary elections set for October on a day which the al-Sababs continue to refuse to specify.

The paper, displaying new-found courage to stand up to the rulers, quoted women's activists as describing the ban — which has embarrassed Western countries who fought the Gulf war — as in direct contravention of the 1962 constitution. The *Arab Times* claimed that the "heroic role" played by women in the resistance had prompted their cause. It said the ban contravened Article 29, stating: "All are equal before law, in rights and duties, regardless of language, sex and creed."

Amid the cacophony of blaring horns from limousines which spent the day parading before the American and British embassies were women dressed in grotesque Saddam face masks with a bloody bullet hole marked in the forehead. Among the crowd gathered to watch the warplanes roar over at 1,000ft were many Kuwaitis who expressed support for the *Arab Times* headline: "Fates of Kuwaitis beats for democracy". But diplomats



Colour party: women wave allied flags as US warplanes fly over Kuwait City yesterday to mark the first anniversary of liberation

But diplomats doubted whether the emir would bring about the demanded changes.

Elation at the anniversary was dimmed by concern for the 1,053 Kuwaitis still missing in Iraq. Yellow flags were flown alongside Kuwait flags to symbolise the anxiety about them, whom Western governments are accused of ignoring. "I would support Saddam staying in power as revenge on the Iraqi people for their behaviour in their seven

months here," said Bibi Al-Marzook, general manager of the daily *al-Anbar*. "With a bit of luck, he will soon reduce their population from 17 million to one million."

The hatred of Saddam and fear about his future intentions towards the emirate were mixed with disillusion about the lack of change in Kuwaiti society a year after the Iraqi retreat. "There is much disappointment because we have already lost our dreams of a different

Kuwait following the war," said Eman al-Bedah, vice-president of the Kuwait association for the defence of war victims, the leading local human rights body. "We should have learnt from what happened and gained more freedom, more democracy, and more trust in each other," she added. "We should have lost our greed and learnt to respect peoples' rights. Instead, everything is back to what it was like before the invasion, or worse."

Mengele mistress was Nazi hunter

FROM GABRIELLA GAMINI IN BUENOS AIRES

MORE details have emerged from the newly opened Argentine police archives on Nazi refugees about the alleged Israeli spy who became the mistress of Josef Mengele, the infamous German doctor at Auschwitz during the second world war.

According to the archives, Nora Aldotti, who alternatively used the alias of Eddi Nuri, went to Argentina in 1960 as part of a group of Israelis searching for Mengele. She died in mysterious circumstances at an Argentine ski resort before she could reveal Mengele's whereabouts.

The Israelis were hunting Mengele for the murder of thousands of Jews at Auschwitz and for performing horrific medical experiments on them. After 1956, Mengele was so confident of his safety that he lived in Argentina under his real name.

The files, which depict Nora Aldotti as a "beautiful and mysterious" single Israeli woman, aged 48, relate how Argentine intelligence traced her to the same Buenos Aires address as Mengele on several occasions, and describe her as his "concubine".

A reference to an identity card she held said that she was a secretary at an East German embassy but does not reveal the location of the embassy. The files also note that she was fluent in German. Police reports claim that she was "in and out of Argentina between 1959 and 1960" but do not reveal the countries to which countries she travelled. They say she had been held with her parents in a Nazi concentration camp, had been a German citizen and only later in life adopted Israeli nationality.

Mengele had fled to Paraguay by 1964 after the German embassy in Buenos Aires had issued an extradition order against him and was allegedly found dead in Brazil in 1979.

Nora Aldotti was found dead at the bottom of an ice-covered ravine, two days after arriving in the ski resort of Bariloche on March 12, 1960.

Keating takes on tabloids

Paul Keating, the Australian prime minister, hit back at British media charges that he breached royal protocol during The Queen's recent visit. "An editor of a British tabloid newspaper is a particularly low form of human life. No doubt we will see other similar distorted headlines from them," Mr Keating said in a television interview.

A television advertisement for the British Paralympic Association, put together in 2½ days by Amelie Rice's *Challenge Amelie* programme, was one of several British Sports Association for the Disabled media awards presented by Frank Bruno, the boxer, and Will Carling, the England rugby union captain, at a lunch in London.

The first woman has been appointed to the French constitutional council, which determines whether laws are compatible with the constitution. Noëlle Lenoir, aged 44, a senior justice official and expert on medical and scientific ethics, was appointed for a nine-year term.

The Pope returned to Rome yesterday, ending his eighth visit to Africa, which was devoted mainly to relations between the Roman Catholic church and Muslim communities and took him to Senegal, Gambia and Guinea.

Lord Calford, the Foreign Office minister in charge of foreign policy on Asia, arrived in Seoul for a two-day visit. He will meet Lee Sang Ock, the South Korean foreign minister, today to discuss ways of strengthening ties and preparations for a visit by the Prince of Wales to Seoul in early November.

Former *EastEnders* Anita Dobson is going up west to make her debut with the National Theatre, she disclosed. She is to star in a play by Molière and she says she feels it is her coming of age as an actress. "It feels like the final stamp of approval from the establishment."

How India is selling grows to Newcastle

BY CHRISTOPHER THOMAS

THE Enfield motor cycle, complete with the trademark growl that distinguishes it from modern designs, is rolling off a production line in Madras and starting to make a significant reappearance in Britain.

C. Vijayakumar, a senior executive of Enfield India, likens this to selling coals to Newcastle. "People are surprised to discover that this agency of the Empire lives on. The demand from Britain and the rest of Europe is unbelievable. What we are selling is nostalgia."

Enfield India has been making motor cycles since the collapse of the British parent company, Royal Enfield, in 1968. The Indian army still uses it for its dispatch riders. Most state police forces also use Enfield's 350cc Bullet to chase other motorised relics of British influence still in production — the Ambassador car, which is a 1953 Morris Oxford; the Premier, a 1950s Hillman; and the Contessa, instantly recognisable as the Vauxhall Viva.

Since 1990 Enfield has been exporting a 500cc Bullet, whose single-cylinder engine throbs like a steam hammer. Like the smaller model, it is sluggish compared to Japanese bikes of the same size but it is cheaper and easier to maintain because it has no electronics.

Mr Vijayakumar said: "With modern bikes you sometimes cannot even change the spark plug without dismantling lots of other parts to get at it. They are too complex. The Enfield can be fixed by anybody in his back garden using basic tools. It is the sort of machine a man can talk about at the pub."

Enfield hopes to export 1,200 Bullets to Europe this year, appealing largely to older people. The Bullet has lots of chrome and black paint, emphasising its man appeal, and the design is almost unchanged from 40 years ago. "It is the thumping sound of the engine that is perhaps the Bullet's greatest appeal," Mr Vijayakumar said.



Ashrawi: Camp David accords "contradicted"

In aid to the former Soviet republics. Without the backing of Israel's congressional supporters there would probably be no foreign aid bill passed this year. Patrick Leahy, chairman of the Senate sub-committee that oversees foreign aid appropriations, said he would not put forward a new aid bill without an agreement tying the guarantee to a settlement freeze.

Vietnamese tells of executed American

FROM KATHLEEN CALLO IN THU DAU MOT, VIETNAM

A FORMER Viet Cong guerrilla has told a American military team investigating the fate of US servicemen missing since the Vietnam war that one American prisoner was executed by firing squad in a secret jungle camp.

Nguyen Thanh Lap, aged 57, who said he was a guard at the prison camp from 1964 until 1970, told American experts in southern Song Be province on Tuesday that one of ten Americans held in the camp was shot in September 1966 in retaliation for two political executions by the American-backed South Vietnamese government. He said that another American died of malaria in 1965, three months after being brought to Camp B20 near the Cambodian border.

James Webb, the head of the American team carrying out investigations in Song Be, said that American prisoners released during the war had advised military authorities the two men were dead. But

Mr Lap's detailed account of life in the camp provided valuable clues to American experts seeking to establish the fate of servicemen still listed as being unaccounted for.

Another former guerrilla, Huynh Van Nghien, aged 56, told the American team that he saw the charred remains of a pilot in the wreckage of an American aircraft shot down by his Viet Cong unit in a hilly jungle area in 1965. Mr Nghien pointed out the site on an old American military map where he thought the crash took place. Mr Webb and his team planned to hike 13 miles to that area yesterday in preparation for an excavation.

About 2,267 servicemen are listed as unaccounted for in Indochina, including 1,656 in Vietnam. Washington says the issue remains a key obstacle to lifting its embargoes against Hanoi and normalising relations. (Reuters)

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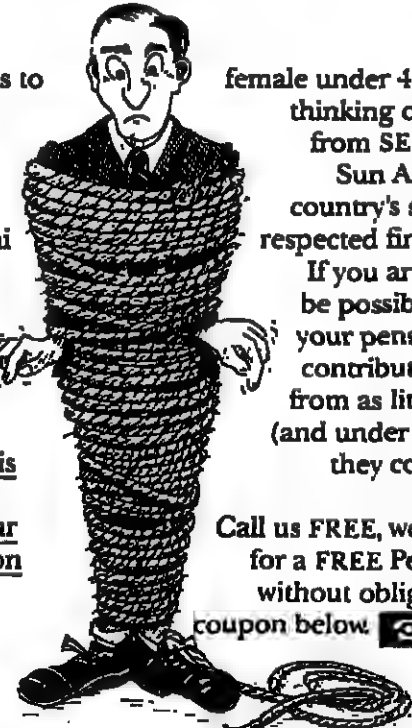
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G33/P1 [T16] 20

Sri Lankans opt for exile in enmity

FROM CHRISTOPHER THOMAS IN MADRAS

A FERRY escorted by Indian coastguard vessels and naval helicopters has carried 500 Tamil refugees back to Sri Lanka, taking the total attempting to resettle to 4,000 in the past month — but more than 200,000 others are refusing to go home.

The future of a repatriation programme agreed between India and Sri Lanka must be in doubt. Word is filtering back from those who have returned to the ravaged northeast that there is nothing there for them. Some have had their meagre possessions stolen by Tamil gunmen; others have found only devastation and violence.

The fifth and last shipload of refugees from Madras to the eastern Sri Lankan port of Trincomalee left last Friday; anybody else wanting to return will, for the time being, be deposited on the more peaceful northwest coast, by a ferry plying from the Indian

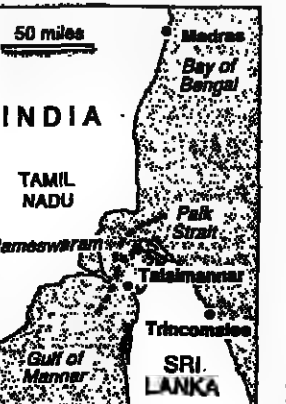
island of Rameswaram to the small port of Talaimannar, a three-hour journey. Sri Lanka has told India it can cope with no more than two ferry loads — 1,000 people — a month, far fewer than India hoped for. Delhi has been anxious to send back refugees since known associates of the Tamil Tigers killed Rajiv Gandhi, the former prime minister, last May.

Since then, hostility towards the refugees has hardened. Within a few weeks of Gandhi's death, the southern state of Tamil Nadu announced that no more Sri Lankans would be accepted into schools or universities.

The refugees are blamed for a host of ills. They are accused of taking scarce jobs, of kidnapping, bank robberies and encouraging drug-taking among students.

The government gives free food to 113,000 refugees housed in camps, plus 150

rupees (£3.30) a month to each adult and up to 90 rupees per child. Many refugees also receive remittances from relatives abroad, making them far better off than



most local Tamils. This adds to the resentment.

The Gandhi assassination has turned the Tamil Tigers, once seen as heroes, into figures of hate. They are no

longer allowed to bring their wounded to Tamil Nadu, and training camps are banned. Intensive surveillance of the coast has made it all but impossible for weapons shipments bought on the international market to be offloaded in India, where they used to be broken up into small consignments. These measures are at the heart of the Tigers' present military weakness.

Delhi is angry, starting to suspect that Sri Lanka's declared willingness to take back refugees returning voluntarily was intended merely to impress a meeting in Paris last month of an international aid consortium, which agreed on a record \$950 million (£540 million) one-year package. Most refugees are clearly unimpressed by Colombo's promise to ensure their safety and help them resettle, and appear ready to endure continuing hostility in India rather than return.

Advocate on trial

David Pannick on the new Lord Chief Justice

There have been some unhappy departures from the office of Chief Justice since the post was created by William the Conqueror. In 1350, Sir William Thorpe was convicted of accepting bribes. Sir John de Cavendish was murdered by a mob during Wat Tyler's rebellion in 1382. A few years after leaving office, Judge Jeffrey died in the Tower of London in 1689. Lord Trevelin was briefly displaced to make room for Sir Gordon Hewart in 1922: Hewart's biographer records that Trevelin "read of his own resignation in *The Times*". The announcement that Lord Justice Taylor will succeed Lord Lane, who takes "early retirement" in April at the age of 73, is prosaic by comparison.

The office of Lord Chief Justice is central to the English legal system. He presides over important criminal appeals, defining the basic principles of the criminal law and shaping sentencing policy. He is in charge of the Queen's Bench Division of the High Court, the functions of which include judicial review of administrative action. His other responsibilities include some supervision of Crown Courts and Magistrates' Court, and liaison with the Home Office and the Lord Chancellor's Department on a range of matters including parole and the appointment of the judiciary. The job description involves so great an influence in matters of public policy that Chief Justice Pemberton confessed at the end of the 18th century that "in making law he had outdone King, Lords and Commons".

For the new Lord Chief Justice, the most important task is to regain public confidence in the integrity of the criminal justice system, a large measure of which has been forfeited as a result of an unprecedented series of high-profile cases in which defendants have spent years in custody after wrongful convictions. To win back this confidence will require an explanation of the many virtues of our legal system, and reassurance that the judiciary recognises defects and is working to remedy them. That Sir Peter Taylor has already held a press conference to explain his philosophy and intentions manifests his concern to communicate with the public.

As Lord Chief Justice, he will need to provide leadership for the judiciary on the difficult questions of sentencing which will be created by the implementation of the Criminal Justice Act 1991. A greater willingness to seek help from academic lawyers and to work in partnership with the Home Office to produce rational, humane guidelines through a sentencing council should be a priority. Sir Peter will also appreciate the need for a good working relationship between the judiciary and the Lord Chancellor's Department.

He will need to tackle the increasing delays in legal proceedings. In judicial review proceedings, there is now a waiting time of more than 18 months before most cases are heard. A more imaginative approach to the problem is required than blaming the Lord Chancellor for not providing funds to appoint more judges. The use of deputy judges to clear the backlog should be a priority. Sir Peter should revive the tradition that the Lord Chief Justice sits in the Divisional Court whenever possible to hear important applications for judicial review.

The post of Lord Chief Justice imposes heavy judicial and administrative burdens. By the time of his retirement in 1980, Lord Widgery had, for some months, been medically unfit to discharge his duties. So backbreaking are the job's demands, that there is a strong case for encouraging the Chief Justice to hand over to a younger judge after five or seven years. Lord Lane's mistake was, because of his devotion to duty, to remain in office for five years too long.

In 1858, Lord Campbell wrote in his *Lives of the Chief Justices* that the incumbent should be "an enlightened jurist, experienced in the ways of the world, well qualified to address a legislative assembly, a scholar and a gentleman". The legal system is in desperate need of leadership of the quality provided in the 18th century by Chief Justice Mansfield. The next five years will see major changes in the way justice is dispensed in English courts. All those involved with the law — judges, lawyers, jurors, even journalists — should be ready to justify or improve their performance.

David Pannick is a practising barrister and a fellow of All Souls College, Oxford.

Richard Cork on how the Royal College of Art under Anthony Jones can stay ahead of its rivals

Making a bigger splash



David Hockney: most famous old boy

Francis Bacon, Britain's most distinguished contemporary painter, never went to art school. Grateful for his lack of conventional training, he once declared that "There are always old bores around art schools, who are generally failures themselves, and the only way they can earn their living is by teaching other people to be failures too".

Despite Bacon's caustic verdict, most young artists now attend art colleges and thrive on the experience. The literary British may be notorious for their suspicion of the visual arts, but the Victorians agreed with John Constable that "a self-taught artist is one taught by a very ignorant person".

Accordingly, they established a vigorous national network of schools for artists which remains the envy of Europe, despite the cuts and mergers of recent years. But these depredations have taken their toll. In London alone, which used to boast an abundance of robustly independent colleges, four schools — the Central, St Mar-

tin, Camberwell and Chelsea — have been placed under the umbrella of the anonymous sounding London Institute. Reduced and merged into a conglomerate, their once proud individuality is being lost.

So far, the Royal College of Art has managed to retain its autonomy. Under the bullish and controversial rectorship of Jocelyn Stevens, the RCA has been often in the headlines — although Stevens used to complain that taxi drivers had never heard of it. But Stevens is leaving at a turning point for the RCA, and may well feel glad to let his successor, Professor Anthony Jones, take the helm.

Until now, the college has been fortunate to receive its funding direct from the Department of Education and Science. From next year, however, the RCA will be placed in the same financial pool as all the other art schools. The old privileged status will be at an end. The college will be forced to fight much harder for its share of the available cash. And now that many other art schools are starting post-graduate courses, the RCA is losing its special role.

So how should the new rector retain for his college a leading place in the development of art education for the 1990s? One way would be to build on the exceptional range of disciplines taught at present in its Kensington Gore headquarters. Besides painting and sculpture, holography, furniture, architecture and ceramics are among

the alternatives. But the hunger for innovation should not lead to a neglect of the fine art tradition. Teachers at the RCA have recently been alarmed to find that many of the students they accept for MA courses have not learned the basics. Widespread ignorance exists about even the barest outline of art history, and the continuing lack of groundwork in drawing from life is equally disquieting.

As a result the RCA finds itself obliged to resort to remedial teaching rather than proper post-graduate education.

The success of the life drawing class set up by Bryan Kneale, the

RCA's professor of drawing, proves that this discipline satisfies a fundamental need. Students deprived of the opportunity to look long and hard at a live model are now discovering — often to their surprise — how nourishing it can be. No college should ever go back to the irksome academic procedures of the 19th century, when students were forbidden to work in the life room before they had mastered the art of copying classical statues. But from now on, every art school worthy of the name ought to ensure that its students are never again deprived of the chance to draw from the life.

Nor should they be forced to declare a steadfast allegiance to either abstraction or representation. Polarised thinking of this kind can easily stunt students' growth, obliging them to narrow their options rather than

discover and define their individual strengths.

Mature artists are well placed to foster such talents, and they must always be given a prominent place in art school teaching. If art schools are allowed to become dominated by bureaucratic professionals, they run the risk of losing the vital understanding and inspiration that artists alone can provide.

At present, painters and sculptors still occupy leading positions on the RCA's staff: Paul Huxley heads the painting department, as well as chairing the fine art faculty; Glyn Williams runs the sculpture school, and Eduardo Paolozzi is a visiting professor.

But the increasing pressures of administration mean that the rector is unlikely ever again to be a practising artist. As he prepares for office, he should bear in mind that the RCA's painting students were never more brilliant than in the 1950s and 1960s, when David Hockney and his fellow students inhabited a college run by the painter Sir Robin Darwin.

Lay down this vintage guide

Bernard Levin drinks a toast to a new cellar-book of genius

As I have related elsewhere, I came rather late to the study and enjoyment of wine. I was almost 20 when I took my first steps into that mighty ocean, and the idea of nurturing knowledge and a taste for it by regular experiment came yet later. I still have a tiny book by Raymond Postgate called *An Alphabet of Choosing and Serving Wine*, published in 1955.

Postgate was a great man: social historian, polemicist, biographer, thriller-writer, columnist and — pray homage — the devisor and founder of *The Good Food Guide*. (He had in his cellar a bottle of Imperial Tokay — the real thing from the Imperial vineyard; there couldn't have been more than a score or two surviving in all the world. Among the many properties attributed to the unique ichor was the capacity of bringing the dead back to life. When he was dying, therefore, Postgate enjoined his family to open the treasured bottle and pour a glass down his throat *in articulo mortis*; if it brought him back to life, well and good, if not, the family were to finish the bottle then and there. Postgate died, and they drank beside his deathbed a grand man's health. Or so I have been told.)

Anyway, Postgate's *multum in parvo* (shut up — he was also a notable classicist) served me well for many years, until I was through my prentice time, when I moved on first to André Simon, *un peu snob* I thought, and then Cyril Ray, who became a lifelong friend.

By my great good fortune, most of my basic wine education took place when good quality wine (not of course the great bottles with great names and pedigrees) could be had at remarkably comfortable prices:

the next stroke of fortune for me was that my income rose a little faster than did the cost of wine, and even when some soundlessly resolute thought up the shifty, equalised, smelly trick of pricing the wine by multiplying what he paid for it by three — five — ten — I was largely immune, having by then some understanding of the enormous number of humble but delicious wines to be had at little cost; and that was long before I had any knowledge of the wonderful things that can now be had from Australia and California. (Once, dining alone in Buenos Aires, and wanting to try Argentinian wine but knowing nothing of it, I asked the wine-waiter for a recommendation; after a discussion of what I had ordered for dinner, he produced something that naturally I had never heard of, but it was excellent, fitting and ludicrously cheap. On a whim, I called back the wine-list, and counted the South American wines on it: there were 473. What lifetimes I could spend discovering new wines!)

I first gained the acquaintance of Michael Broadbent when we were fellow-guests of that amazing vinophilanthropist Joseph Berkman. His unsurpassable hospitality has been described in detail — unbelievably but, as I can testify, absolutely true — by Quentin Crewe, in his autobiography, *Well, I Forget the Rest*. Joseph thought nothing of serving fifteen great vintage years of, say, *Haut Brion* or *Margaux* at a dinner for a dozen friends. I was a tyro among the great bibbers there, and I kept my head down, listened and watched. Without consciously trying to memorise the vast store of vinous knowledge in that room, I must have swallowed a great deal, and I am still as grateful to Joseph for that as



for the stupendous generosity.

Michael Broadbent, Master of Wine, has been head of the wine department at Christie's for a quarter of a century, and Christie's got a bargain. (Some of the buyers got a hole in the pocket, but I never heard of one bringing the glorious stuff back.) But now I am gradually coming to the point, for 11 years ago, Michael published a book which recorded — no, "records", for no one who has acquired it

would ever part with it — the thousands upon thousands of his tasting notes, which began with the vintage of 1799 (he is not as old as that, indeed he is only one year older than I, but the practice of recording ancient wines has been very skilfully done). The book is called *The Great Vintage Wine Book*.

It will be said that, expert though Michael is, and vast as the experience he can call upon, a reader can have too much of a good thing. Not so. The catalogue is hypnotic, with its more than 400 pages of tasting-notes, called from Bordeaux red and white. Burgundy likewise, champagne, German wines in

profusion, vintage port, a nod to Australia and more than a nod to California (though, to my astonishment, not a sniff of Alsace — was he bitten by an Alsatian when he was a child?).

I used it for years as a bedside book as well as the perfect *vade mecum* when dining in restaurants (I never quite got round to taking it to the table and propping it up beside the wine-list). To this day, I can sometimes hear myself murmuring things like "1959, Latour... tasted 17 times since 1963... beginning to show maturity... enormous wine, dry, full of alcohol, fruit... drink 1990-2050". (I promise to drink it in 2050 even if it, he and I are by then all slightly over the hill.)

But publication, as I said, was in 1980, which meant that the latest reports were from 1979: the book was still immensely valuable as a guide, and imperishable as poetry, but it became less and less useful when faced with younger vintages.

Corks out! For Michael, heeding our plaints, has published a sequel, as rich and rare as the original. Indeed, in some ways more valuable, because although the 1980s are thoroughly attended to, he has of course not stopped tasting the older ones, whence an entry such as "1921... Cheval-Blanc... Five superb bottles on five occasions... Five consistent notes... all had a marvellously rich yet delicate bouquet, lovely texture... Perfection..."

The new volume is called, naturally, *The Great Vintage Wine Book II*; this time there is a serious section on Alsace; more significantly, there are now 37 pages devoted to California (as opposed to nine in the original volume) and nine to Australia (three last time), plus a nod to New Zealand and more than a nod for South Africa.

Michael Broadbent is assuredly a happy man. To know so much about so precious a gift of the gods, and to love the beautiful thing in all its thousands of tastes (without, incidentally, being sloshed from morning to night), is a boon given to few. It was given to him, and he has shared with us his knowledge, experience and enthusiasm. The only recompense he would want is for us to love and honour our "Strong Brother in God, and last Companion: Wine".



...and moreover

PETER BARNARD

You can see what the next Lord Chief Justice is talking about when he sees the need to restore the public's faith in the judicial system. This wholly laudable ambition was reported on page one of *The Times* yesterday, and anyone in the slightest degree puzzled as to what he was on about had only to turn to page three of the selfsame issue to understand what it is that irks Lord Justice Taylor.

"Can pay, won't pay, can't drive" is what the headline said, nicely encapsulating a hint of the story itself and a reference to the fictional world of the West End theatre so appropriate to reporting the activities of our lawmakers. In case you missed it, the city council in Leeds is proposing a by-law under which people who can afford to pay the poll tax but refuse to do so will... have their cars clamped.

Brilliant. I strongly recommend that Lord Justice Taylor, instead of warming up on the touchline while Lord Lane takes his last few strides across the penalty area, rush onto the pitch immediately to take on Leeds, whose councillors are now assured of a place in the Premier Division of nitwits. Never mind Guildford 4, Birmingham 6, Tottenham 3, Arsenal 2 (after extra time). Leeds is clearly the place to see British justice in action.

Granted that making the punishment fit the crime has never made much sense, making

the punishment totally inappropriate to the crime is an option it has taken the councillors of Leeds a long time to get around to. But not long enough.

Leaving aside the question of what can be done to non-payers of the poll tax who do not own cars — chain up their bikes? Shackle their ankles? — a by-law that renders immobile people who refuse to pay a tax has a potential for furtherance that scarcely bears thinking about.

Adopted by the criminal justice system nationally, we can shortly expect shoplifters convicted of stealing two pork chops from Sainsburys to have their Benetton timeshares taken off them, although on second thoughts that might be regarded as a favour rather than a punishment, so perhaps they should be sentenced to having one or more of their children taken into care for six months. After all, children eat you out of house and home — we all know that — and there could be no finer discouragement to the food thief than having a few mouths removed from the table.

Of course I know what will be faxing down the line no sooner has this appeared in print. I know what they will say, the councillors of Leeds. They will be sending me the car theft statistics, they will be telling me that somewhere in Leeds a car is nicked every 6.5 seconds, they will be saying that they had hoped for a more sophisticated

reaction from someone word-processing on behalf of *The Times*. In short, in their blurt Yorkshire way, they will tell me that no one ever stole a car that had a clamp welded to its front near side.

I can confirm that this is true. By the time I left London last October I was on first-name terms with the clampers, they all presented me with a clamp engraved with my initials when I left. They gathered in their scores, clamps at half mast, fixed penalties for, to mourn my passing. It was moving, which was more than could have been said for the car.

So maybe Leeds is on to something after all. Possibly I have misjudged them. Perhaps there is a linkage as between the poll tax and the car clamp that has only just occurred. Certainly I would not be surprised if the City of London had to put up its poll tax in order to compensate for the loss of income occasioned by my departure.

Something still niggles about the Leeds plan, however. Something seems not quite right. I think my problem is with the logical quid pro quo: if people refusing to pay the poll tax have their cars clamped, what is to be done about people who refuse to pay fines for illegal parking? Simple: add to the fine their poll tax bills. And if they refuse to pay the poll tax, burn their houses down.

After all, they can always live in their cars. It's not as if the cars are going anywhere.

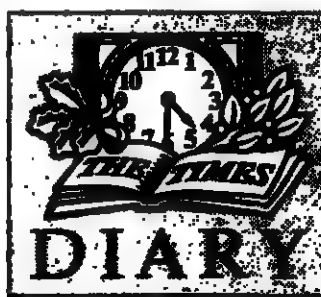
Transatlantic pause

NEVER MIND the small print watch the punctuation. Not since James Joyce's *Ulysses* has a comma taken on the significance it acquired at Camp David in November 1986. More than five years on, news has emerged for the first time of how close the special relationship between Britain and America came to fracturing when Mrs Thatcher and Ronald Reagan fell out over a comma.

It began after the Reykjavik summit, when an already unhappy Mrs Thatcher flew to America to confront Reagan over his negotiations with Gorbachev before consulting his Nato partners. To cool the atmosphere, a carefully crafted statement was to be produced by the "golden pens" — Foreign Office slang for the diplomatic drafters of such things. Sir Charles Powell, Mrs Thatcher's private secretary, and Sir John Kerr, now our man at the EC, were set the task of negotiating with American state department officials after the prime minister had established the outline over dinner with George Shultz, the American secretary of state.

The "golden pens" worked into the small hours. Mrs Thatcher was delighted with the result. John Poindexter, Reagan's national security adviser, was relatively happy but insisted on one small change. He demanded the insertion of the comma into the sentence: "We also agreed on the need to press ahead with the SDI research programme, which is permitted by the ABM treaty."

Absolutely not, said the British. According to Kerr, the comma meant that Britain accepted that all SDI research was permissible under the treaty. Without it, the sentence committed Britain to



support only such research as the treaty might authorise.

Mrs Thatcher agreed and took the matter up with Reagan. Things looked serious. Eventually, the Americans, already feeling guilty over Reykjavik, backed down in return for a supportive statement about Iran from Mrs Thatcher.

But that was not the end, for the statement was then inadvertently issued with the offending comma in place. Even Mrs Thatcher could hardly complain. The mistake had been perpetrated by a typist — in the British embassy.

● Ivana, Trump is keeping the wolves from the door — at least those whose fur is not grating the coat on her back — by writing what sounds like a highly autobiographical novel. The publishers say it "leads the reader through the jet set world" on the ski slopes of Europe and in the penthouses of Manhattan. Poor things.

Hook at bedtime

THE question all true Englishmen want answered: is the prime minister staying up all night to watch the crackling world cup on satellite TV?

It seems John Major was not among those glued to their set at 3.30 am this morning to watch England and the West Indies live

from Melbourne. "He has many more important things to think about," said a Downing Street spokeswoman somewhat sniffily, although she did concede he would probably catch some of it over breakfast.

If those snatched moments are all Major can manage, he will be disappointed. In an interview with *The Times* last year he said that getting to Australia for the World Cup "might be difficult". But, he added, "I'm working on it". With the final on March 25, the odds are that Major and his colleagues will be in the midst of an election campaign. Even that usually indefatigable party-giver, Jeffrey Archer, one of Major's sponsors

will have to make do with the provisional title *The Information*, will feature two writers arguing from opposite ends of the correctness spectrum. "I find that kind of contrast interesting, although the movement hasn't taken root over here." Amis hopes it never will, and likes to think Britain has its own built-in armour against PC: "British irony will keep it at bay."

● Westminster Abbey really has hired a distinguished press officer. His name? Christ Birch, according to a press release on official notepaper. It should of course say Chris Birch.

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● Good polemical stuff. But the fact remains: if *Prince of Tides* wins an Oscar as best picture, Streisand will join Bruce Beresford and Edmund Goulding as the only directors ever to see their work take the best film award without themselves being nominated as best director.

American academics who have had bad experiences at the hands of the PC movement. It appeals to a powerful force in society which is busybody and sneaky. Mao knew how to run a society of millions on this principle," says Amis.

The work in progress, under the provisional title *The Information*, will feature two writers arguing from opposite ends of the correctness spectrum. "I find that kind of contrast interesting, although the movement hasn't taken root over here." Amis hopes it never will, and likes to think Britain has its own built-in armour against PC: "British irony will keep it at bay."

● *Westminster Abbey really has hired a distinguished press officer. His name? Christ Birch, according to a press release on official notepaper. It should of course say Chris Birch.*

● The work in progress, under the provisional title *The Information*, will feature two writers arguing from opposite ends of the correctness spectrum. "I find that kind of contrast interesting, although the movement hasn't taken root over here." Amis hopes it never will, and likes to think Britain has its own built-in armour against PC: "British irony will keep it at bay."

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LAST OF THE 15

Finland, whose very name was once a synonym for Soviet-imposed neutrality, is expected to announce today that it is applying for membership of the European Community. It thus becomes the third member of the European Free Trade Association to swallow qualms over once cherished neutrality and decide that it has no future as a small, rich, outpost on the fringe of a huge continental single market.

Finland's application will be vigorously championed by Britain, which has made enlargement a priority of the British EC presidency later this year. But together with Austria and Sweden it is likely to be the last newcomer to the Community in its present form. A structure designed for six members cannot take aboard more than 15 without intolerably straining its present confederal structure, much as Brussels may seek to try.

Finland's application was inevitable once Sweden decided to join. The two countries realise that the proposed European Economic Area, combining the 19 members of the EC and EFTA, cannot be more than a staging post. Tortuous negotiation made it clear to all EFTA members that a halfway house, a device put forward by EC "deepeners" such as Jacques Delors to stave off new applications, was unsatisfactory. It would deprive them of equality in decision-making and give them no return beyond market access for the diminution of sovereignty.

Finland's application has also been spurred by the collapse of the Soviet Union. The end of the cold war has been a disaster for Finland. Reliable, rouble-based trade with the Soviet Union, accounting for over a fifth of Finland's exports, protected its industry from a harsh world economy and gave Finland one of the highest growth-rates of all non-communist economies. Helsinki was the Soviet Union's Hong Kong. It was used by the Russians as their window to the West and deserves much of the credit for the success of the 1975 "Helsinki process" that evolved into the Conference on Security and

Co-operation in Europe. But Finland is now suffering its biggest slump since the war. It has lost its markets and influence in the East and become merely a distant Nordic country. Having renounced the capitalistic terms of its 1948 treaty with the Soviet Union, it is now free to turn south. But joining the Community is a reorientation so dramatic that it may break up its present coalition government. It will not guarantee the security of Finland's long border with Russia, nor hold out promise of quick prosperity.

Finland, like Sweden and Austria, may have to contribute more to the Community budget than it gets out of it. Britain is particularly eager to encourage the entry of these three. They will bring new cash and ease the burden on Britain's contribution. They also have a more open, pragmatic and market-oriented approach to trade — even in the traditionally socialist Sweden — than the dirigiste ethos of Brussels. Whether these countries will be wise enough not to sign up to the Social Charter and risk yet further shackling their already high-cost industries remains to be seen.

Britain has made it clear to the three applicants that they will have to hurry to get in before the Community decides that it must change the way it is governed before it can receive further applicants. By then, a different EC may anyway have emerged, divided roughly north/south and possibly further enfeebled by economic stagnation. Either way, Finland's admission will mean Britain talking to Turkey, Malta and Cyprus why they must wait many years before their applications can be considered.

Finland will none the less be welcome. Long written off as a capitalist satellite of the Soviet Union, it is eager to rejoin a Western Europe of which it has always been culturally a part. The Finns have pulled themselves out of hard times past. As they pull themselves out of those present, they will set all their neighbours an example.

CARING FOR FARMLAND

The British countryside is in the process of changing more drastically than at any time since the interwar depression. The government's response, a policy review called "Action for the countryside", is to be launched today by Michael Heseltine, the environment secretary, and John Gummer, the agriculture minister. The "action" will take the form of a series of mostly technical measures and a modest £20 million of mostly new money to pay for them.

What it underlines is that nobody, government, farming industry, conservation groups or public, can possibly leave what is happening to rural Britain to some theoretical resolution by lobbyists and market forces. No subject is so infested with cliché as ecology, of cliché in combat with realpolitik. Today will produce everything from yet more assurances that the needs of agricultural policy reform will be grasped to "a programme to enhance the abundance and distribution of scarce and vulnerable species".

Self-sufficiency was the watchword of a nation which had felt hunger at home in wartime twice this century. As this memory declined in the 1960s and 70s, public apprehension was switched to the prospect of a world food shortage, of hunger elsewhere. Either way, the emphasis was on maximising output from farming. Thus farmers had to be rewarded for their productivity and subsidised to increase it.

In the 1990s, land-use policy has left these simplicities far behind, probably for ever. The stark division between the urban and rural economy, and hence between urban and rural culture, has faded. The Common Agricultural Policy now subsidises in different ways over-production, under-production and non-production at what most people regard as obscene cost. Its contradictions dictate both what the countryside is used for and ultimately what it looks like. Its fate lies at the heart of any countryside policy.

Mr Gummer and his EC opposite number Raymond MacSharry need no persuading that something needs to be done, though they cannot agree on how to do it. Both believe that the cost of maintaining those parts of the rural economy no longer used for farming must be switched from the food consumer to the taxpayer. Clearly, no longer can fallow fields, set aside by order of the CAP, be subsidised for ever by purchasers of meat or vegetables grown on neighbouring fields still in use.

Fallow fields must be seen as themselves a national resource, part of a commodity called "countryside". Today's policy review is concerned with the care of that commodity with a view to its productive use for recreation and other external benefits. Those bred in the old school may feel such a transition from the serious to the frivolous unacceptable. Yet many are finding more profit in bed-and-breakfast than in pigs and cows. Conservation and preservation, car parks and footpaths, the encouragement of wildlife, hunting and tourism are all part of the new direction.

Yet having recently told planning authorities that unused farmland was no longer sacrosanct against development, Mr Heseltine now faces a credibility gap explaining his commitment to its "care". In today's policy review, it speaks of attempting to "combine the production of food with care for the countryside". That, rather than commercial development or ever greater (and ever more subsidised) production of food, must be the guiding principle in the management of the rural economy. Where there is still subsidy, it must be spent so that the profit incentive produces a proper balance between farming and all other truly rural land uses. The first step towards producing a rural economy that is rational and manageable is the levelling of the subsidy-mountain of the CAP and the end of the distortions in land use it causes.

A TOAST TO THE SDP

Ave atque tandem vale. Last night the Social Democrats said goodbye with a final party political broadcast. The party's erstwhile leader, David Owen, had already gone, leaving only Rosie Barnes and John Cartwright flitting softly into the ether. A close encounter has returned to its spaceship. The electoral crop circle has grown over. All that remains is a curious skewing of the Liberal party's nameplate.

Last night was a final punctuation on the 1980s. The search for a new consensual politics, cerebral, genteel and free of pain has long been a leitmotif of centrist politics. The line of descent is direct from Whig dining clubs, Peelites, Lloyd George Liberals and Simonites, from parties as the product of personality clashes at Westminster, not seismic shifts in ideology or interest in the country. The Social Democrats embodied de Tocqueville's conclusion that the defining institution of British politics is the club.

The Social Democrats emerged because a number of middle-class Labour supporters could no longer stand the party as led by Michael Foot and the pre-reformation Neil Kinnock, but felt the Liberals slightly beneath them. Whereas in the 1960s and now in the 1990s they would have "fought and fought and fought again" to save the party from drifting to the left, somehow they were above and beyond all that. They daubed their Volvos and set forth from their second homes as missionaries to the Home Counties, the New Towns and the gentrifying suburbs. They scorned the jibe of "upperware politics" and intoxicated themselves with 40 per cent ratings in the opinion polls and the fair-weather friendship of the London media. Like the yuppies and dinkies,

they were a defining group of their decade. The SDP has already given its obituarist enough cause for gloating. A party founded in a rush of blood to the head was never securely based. It did not matter how many big names came to the banner, politics is about interest and the ability to organise and deliver interest at the polls. The anti-Tory party in Britain must in its roots be the party of organised labour, if only because organised labour has money and organisation and an agenda. The SDP never came near to rivaling that innate commitment. Its colonels and NCOs fought only two electoral engagements, in 1983 and 1987, and then returned to their homes. For most of them it was magnificent and the posters still adorn their looms — *mais ce n'est pas la guerre*.

The first beneficiary of the SDP adventure was probably Margaret Thatcher, controversial though this is to the pundits. The SDP boosted the Liberal vote and thus split the anti-Tory vote, certainly in 1983 and arguably in 1987. The second beneficiary has been Mr Kinnock. The SDP defection cleared away the faint hearts and intellectuals, so that the inevitable confrontation of the post-Wilsonian Labour party could take place that of soft left against hard left. Without it, Labour's electability would never have been restored.

Should Mr Kinnock win power this spring, he should thus raise the same glass to his one-time colleagues that Mrs Thatcher is reputed to have raised to Dr Owen as he briefly laid waste Labour's morale. What does it matter that the great dream ended in dust? To have been instrumental in electing not one prime minister but two would have been no mean achievement.

LETTERS TO THE EDITOR

1 Pennington Street, London E1 9XN Telephone 071-782 5000

Independent steps towards restoring confidence in Lloyd's

From Mr Ian Hay Davison

Sir, The current criticism of Lloyd's is damaging but it contains elements of truth. If the valid criticisms are to be dealt with it seems to me, as deputy chairman and chief executive between 1983 and 1986, that the following are essential:

1. A fuller and clearer recognition by the Council of Lloyd's that it exists to serve the interests of its customers — the policy-holders — and its investors — the Names. Those who work in the market are agents of the Names and their primary duty is to them: their own interests are at all times secondary.

2. Restoration of confidence in Lloyd's on the part of the Names, now so badly damaged, by a clear separation of the regulatory and commercial functions of the Society along the lines proposed in the report last month by Mr David Rowland, chairman of the Lloyd's task force, so that those who regulate the market are clearly seen as having no interest in the profitability of its operations. Parliamentary assistance will be needed here.

3. Resolution of the open-year loss problems so that Lloyd's does not disappear in a welter of lawsuits from which only the legal profession will gain. An effective arbitration process might provide a way out.

4. More active pursuit by market professionals of the conditions for commercial success in a competitive world insurance market based upon Lloyd's unique skills in underwriting complex risks. This includes better underwriting, prompter claims processing, and increasing levels of education and training for market professionals.

Such steps, with others, will reduce the fundamental problem — Lloyd's declining share of world insurance markets.

It would be quite wrong to say that I am advocating the liquidation of Lloyd's. However, unless steps such as these are taken I fear Lloyd's may not survive the end of the century.

Yours faithfully,

IAN HAY DAVISON,
1 Grosvenor Place, SW1,
February 26.

From Mr Claud Gurney

Sir, Whilst delighted that Sir David Walker has been appointed to head a team which will look into allegations of past and present market-rigging at Lloyd's (report, Business, February 22) I cannot but hope that past errors will not be repeated. I should like to be sure

J. That Sir David's remit will allow

him to investigate all the allegations throughout Lloyd's and not just a few areas selected by the Council.

2. That in line with the off-made statements of both Mr Rowland and Mr David Coleridge, chairman of Lloyd's, on the "primacy of Names' interests", Sir David's report will in the first instance be made to Names and not to the Council.

3. That, unlike the Rowland task force, some Names who have lost money and/or resigned be included on the enquiry team. Roughly 11,000 Names have resigned but have not yet been able to extricate themselves from the Society of Lloyd's, and about another 6,000 are in litigation with various parties within the Society. It would be sad if this constituency were once again to go unrepresented.

The task force report took great pains to emphasise the fundamental importance of the interests of the providers of capital to the market — enshrined in the phrase "the primacy of Names' interests". Messrs Rowland and Coleridge must be careful to ensure that this phrase does not come to mean the "primacy of future Names' interests" whilst past Names are being unceremoniously bankrupted and dumped. Otherwise, future Names will not be forthcoming.

Yours faithfully,
CLAUD GURNEY,
Little Chart, Penshurst, Kent,
February 25.

From Mr M. P. de L. Cazenove

Sir, I have been a member of the broking community for 20 years and a Name for 15. Along with most other Names, I shall have a large loss for 1990 but I shall not be whinging to the chairman about it, unlike some Conservative MPs (report, February 14).

Most of us have increased our underwriting limits for 1992 and intend to do so again for 1993; we are sure that Lloyd's will weather this appalling run of large losses and return to good profitability in the near future.

I hope that the many Names who are facing losses this year will appreciate that Lloyd's results merely reflect the position of most of the other large UK composite insurers. I also hope that they will reach for their cheque books and not be tempted to join the 600 or so Names who, as I understand, are now trying to take out an injunction to stop Lloyd's drawing on their letters of credit or reserves (report, February 20).

Aims for the NHS

From Sir Patrick Nairne

Sir, Whatever their own views on the reform of the NHS, many in the service and the Department of Health must feel dismay at the imminent possibility of yet another reorganisation (report and leading article, February 21). Whatever their personal political viewpoint, most people outside the service who use and care for it must deplore the lack of a bipartisan approach to the NHS in Westminster.

Instead of having to exercise a political choice between two different NHS systems they would, I suggest, prefer a political concordat based on sustaining and developing further what may be agreed to be the essential features of an efficient NHS. Put simply:

1. Patients to receive the best treatment available for their clinical needs, without concern for budgetary limits, but with proper regard for economy.

2. Hospitals to have the maximum independence in financial management, retaining the principle of the split between purchasers and providers, within the framework of health

authority plans for regions and districts.

3. Health authorities to foster the active participation of doctors and nurses in managerial planning and decisions; to co-operate fully with local authorities and social services departments, and with general practitioners and family health service authorities, in community care, primary care, environmental health and preventive health measures; and to publicise effectively their policies and plans.

4. The general public to have confidence in the exercise of rights and the application of standards set out in the patient's charter.

Only the government in power can decide the level of public expenditure to be allocated each year to the NHS, and there will continue to be significant differences in the application of policy. It would be reassuring, however, if all the political parties could make as clear as possible what essential features of efficient management will be maintained for the good health of the NHS.

Yours faithfully,
PATRICK NAIRNE,
Yew Tree, Chilton,
Chipping Norton, Oxfordshire.

Yours faithfully,
A. F. J. WILSON,
4 Conybeare, NW3,
February 26.

From Mrs W. E. Howard

Sir, As one old enough to remember Lloyd's in the Royal Exchange and in the two fine buildings in Leadenhall Street, I think its present troubles are retribution for the awful building there now — your "Life & Times" picture (February 21) says it all!

Yours faithfully,
W. E. HOWARD,
Crofton, Staplebury,
Nr Taunton, Somerset,
February 21.

Business letters, page 21

From Mr James Turner

Sir, I note with interest your leader-writer's enthusiasm for the return of the duel as a means of (alternative) dispute resolution ("Writs at dawn", February 20). As you may be aware, such opportunities are still available today, within the law, in Germany.

I am a barrister with similar enthusiasm (and some experience) in both duelling and dispute resolution. This is, I am sure you will agree, the perfect opportunity for your leader-writer to demonstrate that he can rise to the occasion (from his armchair) and exchange pen for sword.

Place, time, date and Comment to be fixed.

I remain, Sir, at your disposal,
JAMES TURNER,
2 Essex Court, Temple, EC4,
February 21.

From the Reverend Canon Peter Hawker

Sir, Your Diary's report, "Drawn at dawn" (February 20), and the mention of a duel some time in 1958 or 1959, is of great interest. In your issue of March 31, 1958, your Paris correspondent, in a report of the previous day, writes: "The duel between the Marquis de Cuevas and M. Serge Lifar was fought this morning at a mill near Vernon, some 50 miles from Paris." It ends with the words: "The Marquis de Cuevas, who is 65, burst into tears after his victory" — (for Lifar had suffered a slight wound in his right arm).

Some years before I had given lunch to Lifar in Sydney. I had always thought, when I heard of his duel, that I had entertained the last European duellist.

Yours faithfully,
PETER HAWKER,
20 Middleton's Field, Lincoln.

Where's the mutton?

From Mr Frank Elgar

Sir, The blurb on my pack of shepherd's pie reads: "Traditional recipe. We take selected cuts of lean beef..."

Yours faithfully,
FRANK ELGAR,
Perry Orchard, Wingham,
Canterbury, Kent,
February 26.

Aid for paragon

From Mr Henry Thompson

Sir, I wonder if any of your readers can help me. I am thinking of setting up a 24-hour helpline for people who have absolutely nothing wrong with them. Although only a tiny minority, these people have to cope daily with the knowledge that they alone have no one to ring up and tell their troubles to (what with not having any in the first place).

I feel there is a definite need for short-term, medium-term and long-term counselling to help these unfortunate overcome their sense of deprivation and isolation in the community. Could any of your readers give me the number of the particular 24-hour helpline which gives advice to others on how to set up a 24-hour helpline?

Yours etc,
HENRY THOMPSON,
Froncyllite, Llangollen, Clwyd,
February 17.

Sports letters, page 26

York reconstruction

From the Director of the York Archaeological Trust

Sir, The concern of the Society for the Protection of Ancient Buildings about the Barley Hall project in York (letter, February 22) is surely misplaced. The society's chairman seems to assume that additions to important buildings, however poor, are somehow sacrosanct.

In-situ restoration as found does not cover all situations and it did not cover Barley Hall, where extremely important medieval structures were in an advanced state of decay, sealed behind the most ordinary of 19th and 20th-century additions. To have left them would have guaranteed the loss of the history of the building.

The complex of buildings was submitted to one of the most meticu-

lous recording programmes ever undertaken. All survivors of the 520 or so timbers that constituted the original building were recorded, often in full-sized drawings supplemented by rubbings to record surface detail and treatment. Other elements of the standing buildings, including the 19th and 20th-century additions, were thoroughly described, photographed and sampled. Comprehensive archaeological excavations were undertaken in and around the buildings and an exhaustive survey was made of their documentary history.

The whole process was monitored by an academic advisory committee

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including some of the nation's most distinguished vernacular building specialists. Furthermore all those key elements of the original building too badly decayed to be reused were carefully sawn out and preserved for study by scholars.

The trust intends to maintain an archive of all this and to publish an account of the buildings and their history which should satisfy the most fastidious of students. The history of the building is now understood for the first time, widely available, and secure. So is the building.

A final point: the Barley Hall project has not been financed out of public funds, except for that rare thing, an EC grant.

Yours faithfully,
P. V. ADDYMAN, Director,
York Archaeological Trust,
1 Pavement, York.

OBITUARIES

ELDON CESSNA

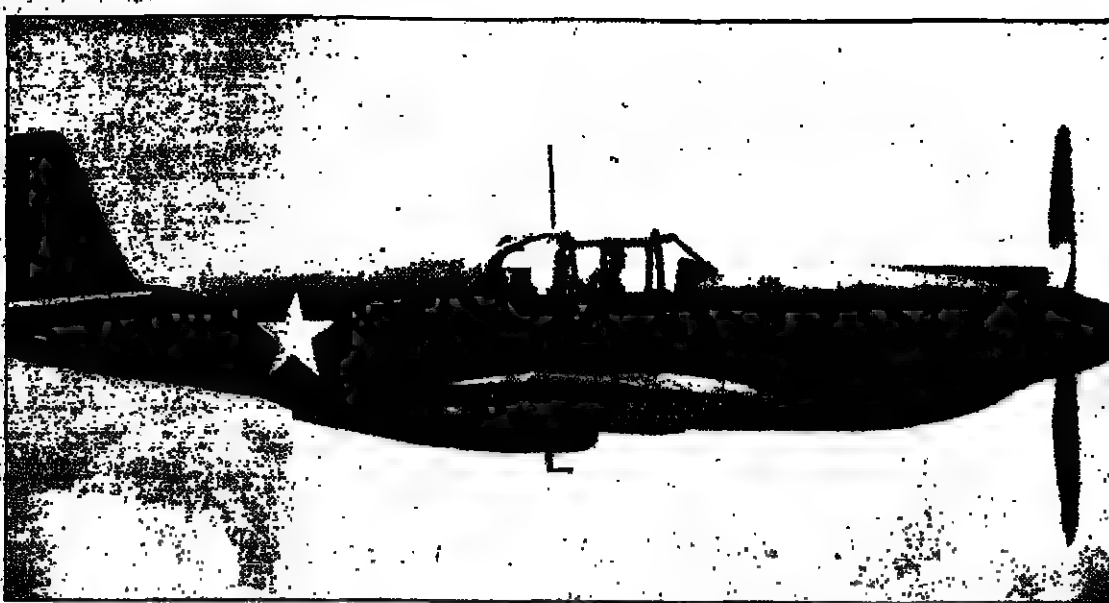
Eldon Cessna, who died on February 22 in Inglewood, California, aged 84, was an American aircraft designer whose career began with light aircraft in the early 1930s, extended to second world war and Korean war fighters, and culminated in supersonic research vehicles and work on the space shuttle.

ALTHOUGH his name is inevitably linked with the Cessna Aircraft Company, Eldon Cessna's association with the firm was relatively brief and the bulk of his work was in an aviation sphere far removed from the light, high-wing aeroplanes which are inextricably associated with the Cessna name. For the greater part of his career he was involved in the design of high performance military aircraft, ranging from the Mustangs of the second world war, through the Sabre jets of the Korean conflict to the North American Rockwell B-70 supersonic bomber project of the mid-1960s.

The Cessna company had been started by his father, Clyde Cessna, in 1927, but soon fell foul of the great depression and came close to bankruptcy. In desperation Clyde Cessna turned to his son in 1930 in the hope that his design of a simple glider, the CG-2, might save the company. The younger Cessna did better than that: he produced the Cessna Air Master, the first of a family of high-wing single-engine aircraft which did much to spread the popularity of private flying in America and throughout the world.

The Air Master saved the Cessna company. Derivatives of the original design are still in widespread use, especially for pilot training, though Cessna ceased light aircraft production in 1986 because of production liability lawsuits in the United States and now concentrates mainly on building executive jets.

Eldon Cessna severed his links with the family firm in 1934 after disagreements with his younger cousin, Duane Wallace, who had taken control. He moved from Kansas to California, where he joined the



Eldon Cessna and the North American P-51 Mustang, perhaps the war's most successful fighter design on either side

Douglas Aircraft Co as a design engineer and then switched to North American Aviation, later to become Rockwell International, in 1938.

At North American he played a leading part in the design and engineering of two classic aircraft of the second world war: the Harvard trainer and the Mustang fighter. The AT-6 Harvard advanced trainer became standard equipment throughout the United States air forces and with the RAF throughout the war while the P-51 Mustang, once it had exchanged its original Allison engine for a Rolls-Royce Merlin, became one of the truly great fighters of the war. The increased combat radius given by the Rolls-Royce engine enabled the Mustang to escort bombers to Berlin and beyond, thus subjecting the air defences of the Third Reich, which had actually defeated the American Flying Fortresses in 1943, to unrelenting pressure. Many examples of both aircraft are still maintained in flying condition by enthusiasts in the United States

and the deep rasping note given out by the Harvard's engine and propeller tips, heard at close quarters, never fails to give the aircraft's devotees a thrill.

The jet era set the US Air Force and North American new problems as a fresh threat developed from the Soviet Union. Setting to work in 1946 the brilliant Russian design team Artem Mikoyan and Mikhail Gurevich had produced in little more than a year the swept-wing MIG-15 fighter which, with a maximum speed of 670 mph at sea level, threatened total air superiority over anything the Western air forces could throw against it. North American and Eldon Cessna rose to the challenge to produce by the middle of 1948 the F-86 Sabre, America's first swept-wing fighter.

The rival jets were soon to clash in the skies above Korea when it fell to the Sabre to bear the brunt of aerial combat against the formidable Russian fighter. In combat the Sabre came off with honours even, it being the opinion of American pilots that the Sabre was outclassed at high

altitude but that it outperformed the MIG under 20,000 ft. The Sabre proved to be one of those excellent designs capable of great improvement and it repeatedly broke the world air speed record; an F-86D eventually pushed it up to 715,697 mph on July 16, 1953. In the era just before a new generation of jets broke through the sound barrier.

Cessna was later involved with development of the Bell X-15 rocket-powered experimental aircraft which was flown to speed and altitude records by the test pilots Chuck Yeager and Scott Crossfield. In the 1960s he worked on the North American X-80 Valkyrie, a supersonic bomber project designed to find a successor to the ageing Boeing B-57 as the spearhead of American strategic air power. In the event the high-level Valkyrie gave way to another Rockwell concept, the swing-wing, low-level intruder, the B-1, but not before some very remarkable results had been achieved. First flown in 1964 the Valkyrie achieved Mach 3 the following year and in 1966 flew at that speed for an

unprecedented 32 minutes. Eventually the Valkyrie's flight programme was turned over to NASA to assist with high speed flight research. Subsequently Eldon Cessna worked on designs for the first Apollo lunar landing module, and did early work on NASA's space shuttle before his retirement in 1969.

Cessna was a skilled pilot in his own right, taking part in many round-the-pylons air races, and despite his work with exotic machines he never forgot his roots in the most basic form of flying. He was only four in 1911 when he first saw his father fly a replica of the French Blériot monoplane and not much older when he watched his father wreck it. In later years he became intimately involved with the Experimental Aircraft Association, whose members produce home-built craft in the Blériot tradition, and was an unfailing visitor to the association's annual fly-in at Oshkosh, Wisconsin.

Cessna is survived by his wife, Helen, whom he married in 1931, and two daughters.

SIR DEREK MARCH

Sir Derek Maxwell March, KBE, a former British High Commissioner to Uganda, died on February 15 aged 61. He was born on December 9, 1930.

FEW diplomats can match the achievement of Derek March. A builder's son from Plymouth, he joined the Foreign Office as a junior straight from school and rose to become a high commissioner and a knight. Trade and commerce provided the ladder up which he climbed. He had the foresight as a young man in the 1950s to perceive that this unfashionable specialisation was destined to grow in importance over the next quarter of a century.

He was also blessed with a measure of good fortune. For example, he found himself as first secretary (commercial) in Peking (1971-74) soon after the end of the cultural revolution. The western rapprochement with China had begun and British firms were starting to extend hopeful feelers in an attempt to win a share of China's growing trade with the outside world. March was clearly in the right place at the right time.

After three years in London on secondment to the Department of Trade and Industry, he was posted back to the Far East as senior British trade commissioner in Hong Kong — in effect the most senior British (as opposed to Hong Kong government) official in the colony. Again March found himself at the centre of affairs as companies from this country scrambled in competition with those from Western Europe, the United States and Japan for lucrative engineering orders as the burgeoning Hong Kong economy invested in large projects, including its underground railway and new tunnel from the island to Kowloon.

After five years in Hong Kong, which he later described as the most exciting of his career, he returned to the DTI for a second tour, by now an acknowledged White-

hall authority on international trade negotiations. He then left for Kampala in 1986, shortly after President Museveni had won power and had started to restore a kind of peace throughout most of the country. March was knighted in 1988 and after three years as High Commissioner retired in the following year.

Derek March was educated at Devonport High School and joined the diplomatic service at the age of 18. He left almost immediately for two years national service in the RAF. He then returned to the Foreign Office and in the early 1950s satisfied his original ambition of going to university by reading for a history degree as a part-time student at Birkbeck College, London. He later won his transfer from the executive grade of



the diplomatic service to the administrative grade and began his steady ascent towards the top. His early postings were at Bonn, Hanover as vice-consul, Salisbury in Southern Rhodesia as assistant trade commissioner, Dakar as consul and Rawalpindi as first secretary (political) — his last foreign posting before Peking.

In private life March was an enthusiastic cricketeer, military historian and Francophile. He was never more at peace with the world than when staying in the family holiday home in Languedoc. He leaves his widow, Sally, two daughters and a son.

APPRECIATION

Bernard Krikler

AS ONE of his oldest friends, I would like to add a short appreciation to your obituary of Bernard Krikler (February 21) whom I first met at the University of Cape Town when he was demobilised after the war. He was not a model student, being more concerned with people than with academic commentary, but, while active in the student politics of the time, he had no patience with ideology and with the parades being

offered to solve the country's problems. In earlier times he might have become the enlightened colonial officer, helping an African country towards independence, and it was a sadness to him that he could find no wider outlet for his undoubted qualities of leadership, well recognised by his many friends. These were drawn from a wide variety of professions and interests and to them he was a convivial, generous host, intelligent and perceptive, whose death leaves a deep gap.

Prof Sir Aaron King, FRS

FEB 27 ON THIS DAY 1914

THE KING AT THE BASEBALL

Chicago's Victory Over New York

The King was present at the Chelsea football ground, Stamford-bridge, yesterday afternoon to witness the baseball match between the two American teams, the New York Giants and the Chicago White Sox. His Majesty was received by the American Ambassador, who sat with him and explained the points of the game. The King asked many questions. His Majesty remained until the end of the match, which resulted in a win for Chicago by five runs to four.

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The game was watched by about 25,000 spectators, and, considering the sickness of the ground, the play was of a very high order. At the end of the nine innings the score stood 2-2. The 10th innings was extremely dramatic and produced two runs to each side, making the score 4-4. New York failed to score in the 11th, and Daly, the first man to go to the bat for Chicago, hit a magnificent home run and won the match.

Perhaps the greatest incident of the match was in Chicago's 10th innings. The score was 4-2 in favour of New York, and Chicago had two men out, with one (Weaver) on second base, when Crawford came to bat.

The situation cried aloud for a home run — and came. The batsman lifting the ball vigorously over the head of the left field into the middle of the spectators in the further stand, scoring (Weaver) being on second base the two runs necessary to tie the match. English spectators, to whom the game was new, must yesterday have received certain definite impressions. First, it is clearly "glorified rounders". Of course, it has been immensely developed, and the fielders no longer have the youthful joy of "corking" the ball as hard as possible at the fleeing batsman. It is superbly organised and specialised in every detail; but the framework of the old English village game still remains. Secondly, in batting, in spite of all the gorgeous running that was seen, baseball does not compare with cricket. Next, the cleverness and velocity of the pitching are wonderful. Finally, there is no fielding in cricket which approaches the fielding and throwing which were seen yesterday. The catching (in the cricket sense) was extremely good; but the real marvel of the game was the almost indescribable suddenness and accuracy of the returns. The throwing from all points was approximately perfect. The catching (again in the cricket sense) almost as perfect, and, in the case of both Merdzo and Daly, at 1st base, quite beyond praise. Before the game began the King did not arrive until a few minutes before 3 o'clock; an exhibition of hitting, fielding, and throwing was given by members of the two teams, which delighted the spectators, one excellent piece of fooling being when the New York men for several minutes played with an imaginary ball. Members of the crowd contributed their share to the entertainment by pleading with the pitcher to kill the batsman. Altogether, it was an excellent game but, to English spectators — it was not cricket. It cannot be said that the crowd showed any evidence of thinking that baseball is ever likely to supersede our national game.

Luncheons

Guy Stephen Deghy, actor and writer, died in London on February 25 aged 79. He was born in Budapest on October 11, 1912.

THE film and TV character actors who have been the mainstay of their precarious industry up and down the years are often themselves rich in character, if not in wealth. Guy Deghy was a notable example of their ilk.

He is one of those faces that is instantly recognisable on Channel 4 re-runs of films or old TV series. In his heyday 21 stone and 52 inches in girth, he frequently played villains or mutton-headed baby-faced innocents abroad enmeshed, usually, in something internationally sinister. Guy Deghy was born of improbably noble stock in Hungary: his grandmother, raised in a Transylvanian castle, would speak only court French, reserving Hungarian for her conversations with the cook; his parents, after the 1919 communist revolution, were taxed with the problem of whether their House Commissar should be treated as a guest or a jobbing salesman — they resolved it by allowing him to take his meals off the Steinway grand.

The family fortunes were large, if erratically handled — there had been an uncle who exported oil to Texas — but they were dissipated by the political situation, helped along by the extravagances of Deghy senior. Meanwhile his son was expensively absorbing culture in five languages — English not included — in the gymnasiums of Budapest, the academies of Switzerland, the cafes of Vienna and Berlin, and above all the theatre where he quickly became stage-smitten. It was clear that the young Deghy would have to support himself. Putting the lecture halls of Zürich University behind him he



enrolled at the Royal Hungarian Academy of Dramatic Art, worked as a dogbody in Molnar's Comedy Theatre (where he later directed for a season) and after a compulsory spell in the army set himself up as a

GUY DEGHY

traveller in lavender water. Deghy was living more or less permanently in London at the time of the Munich crisis when Hungary, now Germany's ally, remobilised: he was called to the colours, failed to report for

death, and did not return to Budapest for over 40 years. Meanwhile, having by now added English to his repertoire of languages, he won his first London stage part — understudy to Anton Walbrook in *Watch On The Rhine* at 18 a week. The war intervening, he was drafted to the BBC Monitoring Service at Caversham. Post-war, this gave him an entrée to the BBC and after a spell with the Hungarian section at Bush House he became a radio drama producer in Leeds where, developing a talent for talent-spotting, he produced the earliest work of, among others, Allan Prior and Keith Waterhouse, and engaged the young Billie Whitelaw.

One evening in the celebrated Whitehall Tavern Deghy was apprehended for drinking 15 minutes after hours and was fined £1 by magistrates. In the Reithian atmosphere of the day, this was enough to put paid to any higher BBC career prospects he may have entertained, and so he headed back for London where, between stints as a director at the old Torch and Q theatres, he resumed the acting life in earnest.

The bread and butter of this erratic livelihood was the spate of TV films which began in the mid-Fifties — *Stryker of the Yard*, *The Saint*, *Danger Man* and the torrent of half-hour quickies poured out by the Danziger Brothers, who could wrap up a production in three days flat at the Equity minimum of £7 a day, and by Harry Alan Towers who paid better but made them faster. In one Towers epic when Deghy and John Le Mesurier were playing villains in a chase sequence, they were required to crouch behind a packing case. Told by the director to crouch even lower, Deghy protested: "This is just about as low as we can get." Out of the darkness came the voice of the

cameraman: "You could be working for the Danzigers."

There were to be juicier parts, a crop of fat cameo roles in such films as *The Yellow Rolls-Royces*, *The Mouse That Roared*, *Where Eagles Dare*, *The Looking Glass War*, *Sammy Going South*, and many stage appearances.

His fortunes saw-sawed with those of the industry and he cut his coat accordingly, always with good grace. When the work was not coming, he and his third wife Mari lived frugally in one room on cheap wine and stew. When the work was flowing in they continued to live in one room and dined at the White Elephant. Eventually stabilising between these two conditions, they settled in a pleasant flat in Fulham where they raised a family.

The gaps between acting were devoted to writing. Deghy's friendship with Keith Waterhouse, dating back to their Leeds days, led to their collaborating on a literary history of the Cafe Royal — a great success. Further books followed: under the pseudonym Herald Fry he wrote a string of humorous books, commencing with *How To Avoid Marriage*. As Lee Gibb, they wrote a couple of satirical sociological treatises, *The Joneses: How To Keep Up With Them*, and its sequel, *The Higher Jones*. On his own account, Deghy wrote lively histories of Romano's and the National Sporting Club.

Guy Deghy was a man of many parts, but the parts grew fewer as he became older and more infirm, and the late evening of his life was spent listening to opera, working at his memoirs, and reminiscing with his friends.

He is survived by his wife Mari and their son and daughter, and by two sons from a previous marriage.

HIS HONOUR JUDGE STANNARD

John Anthony Stannard, Circuit Judge, died on the February 12 aged 60. He was born in London on September 30, 1931.

WITHIN a year of John Stannard's elevation to the circuit bench in 1983 he was nominated to conduct Official Referee's business on the Northern Circuit. He created a set of standard directions in Official Referee's actions which became a model of their kind.

Under his supervision practitioners were attracted to his court rather than suffer the inconvenience of taking their cases to London. A disciplinarian in the enforcement of proper procedures and a master of the orders and rules of the supreme court practice, he brought satisfaction to lay clients by reason of the speed and fairness with which his work was conducted.

Educated at Quarry Bank High School, Liverpool, he went on to Trinity College, Cambridge, thereafter being called to the Bar by Lincoln's Inn. He became the pupil,



and joined the chambers, of Andrew Rankin in what had become his home town of Liverpool. He was introduced to a substantial practice of commercial and building work which was ideally suited to his love of the law and the detailed consideration of complicated facts.

Stannard was to his fellow judges on Merseyside a quiet, agreeable and ever helpful companion. He is survived by his wife and two daughters.

MONSIGNOR FRANCIS BARTLETT

Monsignor Francis Bartlett, former administrator of Westminster Cathedral, died on February 12 aged 79. He was born on May 5, 1912.

FRANCIS Bartlett endeared himself to a huge circle of people of wide variety who enjoyed his wit and learning. He combined a great love of the world and its people with an utter devotion to his faith. He was also a great Londoner and, although he enjoyed his travels abroad, he never felt really at home anywhere else. The life of this metropolis was his constant joy.

Born in Kensington the ninth of 12 children, he spent most of his childhood — as he was subsequently to spend most of his priestly life — in Westminster Cathedral and its precincts. Cardinal Bourne was his godfather and his own father was the director of The Art and Book Company, which stood where the new piazza in the front of the cathedral now holds sway. It marked the death-knell of a number of buildings.

His mother belonged to an old Roman Catholic family upon whom the Birmingham Oratory of John Henry Newman had a considerable impact. Educated privately at home and later at Wimbledon College, Bartlett was then apprenticed to an engineering firm in Newcastle-upon-Tyne. This lasted only for two years; but it had an important impact on all his life and led to his priestly vocation.

He was sent to the Westminster Seminary of Allen Hall, which was then in the College of St Edmund's, Ware; and shortly afterwards, for five years, to the seminary of St Sulpice in Paris. Here he became bilingual and acquired new conceptions of civilisation. For his life was destined to be in it, but not of it. He was ordained priest by Cardinal Hinsley in 1935.

After curacies in Edgware and Kenton he joined the staff of Westminster Cathedral, which he already knew and loved. It was a place to whose development he was going to contribute in outstanding ways: materially, liturgically, pastorally, but also artistically and architecturally.

He had been brought up with a great veneration for its spiritual stature as originally determined by Cardinal Vaughan, who built it as a memorial to Cardinals Wiseman and Manning, his predecessors. But also he had a deep regard for John Francis Bentley, the architect who had devised this great neo-Byzantine structure so that it would in no way seem to compete with the Gothic inspiration of Westminster Abbey or the classical style of St Paul's. And between 1954 and 1964 he mastered the completion of its marble re-



vestment, as laid down by Bentley, together with the continuation of mosaics and other artistry which have made the cathedral what it is today.

Ultimately, he became its administrator (1967-1977), a canon and, in later days, the provost of its chapter. His worth was recognised by Pope Paul VI, who made him a monsignor and a prelate, and John Paul II, who made him a protonotary apostolic. The great crowds at his requiem showed the wealth of appreciation accorded him.

Apart from the 30 years he spent at Westminster Cathedral, he had more usual pastoral assignments at the Assumption, Warwick Street, and St Anselm and St Cecilia, Kingsway.

He was a voracious reader, an ardent member of the London Library and had an enormous array of books in his own quarters. He accumulated a fine collection of Newmanalia.

He had a love which combined both his faith and civilisation, and bespoke a much-needed optimism for the world of our time.

BY LOUISE HIDALGO

A Kazakhstan government commission has flown to Leningrad to investigate the rioting. Tass said that servicemen with health problems had now been home.



BY SIMON TAIT
IS CORRESPONDENT

The picture now faces another of Sir Denis's loans to the gallery, Guercino's *Elijah Fed By Ravens*, which was painted 30 years earlier.

remain: riders change. Questioners come and question-

the PPB, which was obviously made with no budget: but at least it lacked artifice. I persist in finding John Cartwright an impressive politician. He makes a good head, and Mrs. Barnes a good heart. It's just a pity about the legs and arms.

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THE TIMES BUSINESS

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THURSDAY FEBRUARY 27 1992

BUSINESS EDITOR JOHN BELL

TODAY IN THE TIMES

CHEMICAL WAR



ICI remains on alert despite Lord Hanson's disavowal of intent to launch a bid. Today sees ICI's 1991 results, but how much of the recovery is down to Hanson
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ACCOUNTANCY

Accountancy Times asks whether companies should buy audit and management consultancy from the same firm
Page 25

DOG FIGHT



British Airways is suing Sabena, the Belgian airline, over the collapse of a proposed joint venture involving KLM
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TUC CUTS JOBS

TUC council members yesterday approved a plan to seek a 20 per cent cut in the organisation's workforce of 250
Page 19

PENSION CALL



Clive Gilchrist, of the National Association of Pension Funds, will today express public disappointment over post-Maxwell regulation
Page 19

THE POUNDS

US dollar 1.7450 (-0.0160)
German mark 2.8854 (+0.0067)
Exchange index 90.8 (-0.1)
Bank of England official base rate (4pm)

STOCK MARKET

FT 30 share 2002.9 (+13.1)
FT-SE 100 2565.0 (+18.2)
New York Dow Jones 3264.09 (+6.26)
Tokyo Nikkei Avg 21364.77 (+339.22)

INTEREST RATES

London Bank Base: 10%
3-month interbank 10%
3-month eligible bills 9.75%
US: Prime Rate 6.5%
Federal Funds 3.5%
5-month Treasury Bills 3.95-3.94%
30-year bonds 10.04-10.03%

CURRENCIES

London New York
£: \$1.7450
DM: £2.8854
Sfr: £2.6150
FF: £6.5100
Yen: £129.57
Index: 90.8
ECU: £1.7837
ECU: £1.7837
London forex market close

GOLD

London Fixing
AM \$348.00 pm \$348.05
close \$348.00-348.50 (\$199.50-200.00)
New York
Comex \$348.25-348.75

NORTH SEA OIL

Brent (Mar) \$17.30 bbl (\$17.50)

RETAIL PRICES

RPI: 135.6 January (1987=100)
* Denotes midday trading price

Provisions surge to £1.76 billion

Barclays dives 30% because of bad debts

By Neil Bennett, Banking Correspondent

BARCLAYS has lost its position as Britain's most profitable bank. An unprecedented surge in bad-debt provisions sent profits down 30 per cent to £533 million last year.

Bad debts rose 40 per cent to £1.76 billion and profits would have fallen even further if the bank had not decided to release provisions of £211 million against its Third World debts. Barclays now has a £4.8 billion portfolio of non-performing loans. Sir John Quinlan, the chairman, said the results were disappointing, "but not entirely unsatisfactory when viewed against a background of record business failures and falling property values". He said provisions would remain high for most of this year. "I hope to see the level of bad debts decline but I expect it to remain high. If the economy begins to pick up, I would expect to see the level decline. But the indications that it is reviving are only very slight."

Barclays has been overtaken in profitability by Lloyds, which reported a profit of £645 million last year. Sir John said: "We have not always been the most profitable bank but we will strive to

become so again to give maximum value to our shareholders."

Despite the profit fall, the bank is holding its final dividend at 12p a share, making 21.15p for the year. This, however, drains £96 million from reserves, largely paid for by a preference share issue in America last year.

Sir John said unsound lending was partly to blame for the bad debts. "We are looking carefully at our risk management procedures." The economy, however, was largely to blame for the profit slump. "The majority of loans would have been made in normal times by good bankers but the sudden and severe recession took us by surprise." Like other banks, Barclays is struggling to reduce costs. It shed 5,000 jobs during the year, 1,000 of the redundancies were voluntary. Sir John said 15,000 staff would go over five years.

Despite the cuts, Barclays' costs surged by 14 per cent to £4.29 billion. That dismayed the City, and the shares lost 18p to close at 376p.

Peter Wood, the finance director, said £90 million of the increased costs came from acquisitions in France and Germany in 1990. Costs had risen fastest in the bank's expanding businesses, in-

cluding Barclays de Zeeuw, the investment bank, and the credit card operation. "We are trying to develop new sources of income, and in these one would expect costs to grow," he said.

A large part of the cost growth came from last year's 8 per cent pay settlement, which pushed costs in the retail bank up by 11 per cent. This year, Barclays is offering a staff pay increase of 3 per cent.

Domestic bad debts rose from £794 million to £953 million. This depressed profits from the core bank by two-thirds to £119 million. By contrast, the financial services arm grew by 18 per cent to £214 million despite the depressed market for life assurance.

Barclays' business in America was also marred by bad debts. These rose by 116 per cent to £339 million and plunged the subsidiary into a £217 million loss. Humphrey Norrington, the vice chairman, said Barclays planned to cut back its lending in America.

The other bad loss was suffered by the Mercantile group, the bank's finance house arm, which slumped from a £2 million profit to a £126 million deficit. This included redundancy costs of £27 million.

The Central Retail Services division, which operates the bank's credit cards, returned to a profit of £46 million from a £4 million loss in 1990. This was mainly due to the introduction of an £8 annual fee on the Barclaycard, and occurred despite a £52 million rise in bad debts to £164 million.

In Europe, Barclays failed to capitalise on its expensive acquisitions of Europrene de Banque and Merck Finck in France and Germany. Profits in the EC fell by 39 per cent to £24 million due to the reorganisation of the new subsidiaries.

Comment, page 21



Live wire: Sainsbury is to be the second big UK firm with a woman finance director. Rosemary Thorne, aged 40, joins the board next month and will succeed Derek Hanson as finance chief in June. Currently financial controller at Grand Metropolitan, she follows in the footsteps of Kathleen O'Donovan of BTR.

Institute sees few signs of economic recovery

By Anatole Kaletsky, Economics Editor

THE economy is showing few signs of recovery and will grow by only 1.3 per cent in 1992, according to the National Institute of Economic and Social Research. But the Labour party's economic policies would improve Britain's growth rate by up to 0.5 per cent in each of the next two years, sharply increasing real wages and cutting unemployment by about 200,000. The main cost of Labour's programme would be seen in higher inflation and higher trade deficits than under a Conservative government.

The Institute's quarterly economic review presents several projections for Labour's programme as well as a central forecast assuming the present government is re-elected after a modest tax giveaway of £2 billion, worth 1p off income tax, in next month's Budget.

The main forecast, based on present policies, shows a resumption of modest eco-

nomic growth from the current quarter onwards and a further reduction in inflation to 3.4 per cent by the end of 1992. Although GDP is forecast to grow by only 1.3 per cent on average in 1992, there should be significant acceleration through the year. By the fourth quarter, GDP should be 2.8 per cent higher than a year earlier.

Unemployment is expected to go on rising steadily to a peak of about 2.9 million in mid-1993. The PSBR would be £22.2 billion in 1992-3, assuming a tax cut worth £2 billion in the Budget. The current account deficit is forecast to widen to £9.6 billion in 1993, but the Institute argues that this level of deficit should not cause problems for sterling in the ERM.

The Labour party's plan to introduce a national minimum wage would also stimulate the economy, at least in the short term, and would actually reduce the PSBR

slightly because of the additional tax revenues generated through higher growth.

The main reason for the extra economic growth would be the higher pay demands. By early 1994, average earnings would rise by up to 4.6 per cent in response to Labour's extra taxes and by a further 2.2 per cent as a result of the minimum wage.

Britain would suffer a significant loss of competitiveness and the current account deficit would rise by about £2.4 billion as a result of the two Labour policies combined.

Construction orders in the fourth quarter of 1991 were 1 per cent higher than in the third quarter and 2 per cent up on a year earlier. But private housing orders fell 13 per cent on the previous quarter and were 3 per cent lower than the year before.

Comment, page 21
German comparison, page 21

Ex-chief fears for Lloyd's

By Jonathan Prynn

IAN Hay Davison, the chief executive of Lloyd's between 1983 and 1986, has said that the market "may not survive the end of the century" unless radical reform is carried out over the next few years.

In a letter published in The Times today, Mr Hay Davison, who was responsible for introducing a swathe of reform during his period in office, advocates "a clear separation of the regulatory and commercial functions of the Society" as proposed in the recent Rowland task force report on Lloyd's.

The interests of those who work in the market "are at all times secondary" to those of the policyholders and the names, he says.

Other changes recommended include a resolution of the open years problem through arbitration. Mr Hay Davison, an accountant, left Lloyd's in 1986, amid disagreements over his role.

Letters, page 13

CU goes £68m into red

By Graham Searfent, Financial Editor

COMMERCIAL Union last year registered its first loss since 1985, converting a tiny £1.4 million 1990 profit into a £68 million pre-tax loss for 1991. But the composite insurance group has raised its final dividend, confounding City fears that the rise in the interim dividend would not be repeated. The year's dividend rises 2.8 per cent to 23.65p per share.

Tony Brend, the chief executive, said the dividend rise reflected the group's financial strength and recovery prospects, and that CU's policy was to try to maintain the real value of dividends. He said premium rate increases were gaining momentum in Britain, the worst territory for

losses, although the full benefit would not be felt until 1993.

"We could write an awful lot of business if we were so minded, because premium rates make people think they might change their insurance company," he said. "But we are being very selective."

CU's life assurance business, centred in Britain and The Netherlands, increased profits from £102 million to £114 million but this was swamped by non-life losses of £183 million, of which £85 million were on business written in Britain.

Worldwide underwriting losses increased from £345 million to £463 million, in-

cluding a rise from £145 million to £227 million in Britain. Investment income rose 11 per cent to £272 million, net of interest.

Peter Ward, managing director of UK operations, said CU was not emphasising market share, but had not lost an abnormal amount of business because other companies were also raising premium rates. CU had gained motor business, where smaller losses had enabled it to raise premiums by less than some big competitors.

A further rise in motor premiums is likely in May, and rates will continue to rise faster than inflation to account for higher repair costs and more claims.

Stamford Bridge transfer listed at £23m

By Matthew Bond

KEN Bates's ten-year battle to keep Chelsea Football Club at Stamford Bridge, its west London ground, suffered a setback in the High Court yesterday, when Mr Justice Millett ordered that the club would have to pay Cabra Estates, its landlord, £22.85 million if it wanted to stay and own the ground.

The judge granted SB Properties, the Cabra subsidiary that owns the freehold to Stamford Bridge, a court order requiring Chelsea to pay the valuation determined last November by an independent property expert.

Cabra shares celebrated by rising 1 1/2p to 8 1/2p, but John Duggan, Cabra's chairman, decided to forgo the lap of honour that normally accompanies such footballing successes. He said only: "Obviously this is the right decision from our point of view in every way." He then retreated to his dressing room to consider the postponed interim results that Cabra will publish today.

Advisers close to Mr Bates, the Chelsea chairman, refused to see the ruling

as a straightforward away win for Cabra. It was, they thought, rather more of a score draw, with honours evenly divided. They pointed out that Justice Millett had allowed Chelsea's counter claim against SB Properties to proceed.

But while the court ruled that SB was in breach of its option contract with Chelsea, the judge said Chelsea was not entitled to pursue a claim for damages that reflected the fall in property values between 1988 - when Chelsea could have exercised the option to buy Stamford Bridge - and 1991, when Cabra finally conceded that the option was valid. Nor was Chelsea entitled to damages for delay in the redevelopment of Stamford Bridge. Denton Hall, Chelsea's lawyer, indicated it was likely to appeal against the damages ruling.

The judge did not specify a date by which Chelsea should pay the money to Cabra, suggesting the two parties should settle that themselves. Given that Chelsea and Cabra have failed to agree on anything in the last three years, it cannot be long before Cabra takes up the judge's offer to fix the date. If Chelsea then fails to come up with the

money, Cabra can begin eviction proceedings.

Mr Bates said his fight to keep Chelsea at Stamford Bridge would continue. "We have never denied the £22.85 million purchase figure but feel there should be a net settlement after the deduction of damages we have suffered. We are considering an appeal and will go all the way to the House of Lords if necessary unless Mr Duggan comes to the negotiating table."

The court ruling comes at a time when property market sources were suggesting that Mr Bates was close to securing bank finance that would enable him to make Cabra a serious offer. But any offer is likely to be well below the £22.85 million valuation. Accepting anything less than the independent valuation could be impossible for Mr Duggan, given his duty to his shareholders. In 1989, when Mr Duggan's Conrad Holdings took over Marler Estates, Smith New Court placed shares with institutions at 110p. Institutions still on the Cabra share register will be sitting on huge losses and will wish to see the best possible price for Stamford Bridge.

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BA sues Sabena for £17m outlay on aborted venture

By TOM WALKER AND HARVEY ELLIOTT

BRITISH Airways is suing Sabena, the Belgian carrier, over the failed Sabena World Airlines venture planned jointly with BA and KLM two years ago.

BA paid around £17 million to Sabena, as did KLM, when the three airlines seemed close to creating Sabena World Airlines centred on Brussels airport.

According to both BA and KLM, the agreement clearly stated that if the deal col-

lapsed they would get their money back by the end of December. This has not happened and BA said that although it was still talking to Sabena it was bringing the action "to protect our position".

"We are still in discussions with Sabena. We have started legal proceedings as a precautionary measure for our own protection," BA said.

Any court action would take place in Belgium. KLM

has not sued jointly with BA, but is pursuing its own case. KLM has already begun similar proceedings against the Belgian airline, which is now in the process of being merged with Air France, although that deal too has been bogged down because of political problems in Belgium.

A spokeswoman for Sabena said the protocol signed by the three airlines had said if the money was not repaid, Sabena would pay interest on the debt. "This we are doing," she said. Sabena intended to repay the debt, but the delay in Sabena's partnership agreement with Air France, which would provide a much-needed capital injection to the cash-strapped airline, was at the root of the problem.

Sabena said the airline had been told of separate actions by BA and KLM, but had received no court confirmation. "Officially, we don't know about it yet," the spokeswoman said, adding the action was no surprise.

"We knew this was possible when we decided not to pay by the end of last year," she said. "The action could not have come at a worse time for Sabena, which is desperately seeking a business partner. As the state owns 53 per cent of the airline, the Air France deal has to be approved by the government, and at the moment the nationalist Flemish Volksunie party is blocking it on the grounds that it would make the airline too French."

Sabena has never made a substantial profit (in 1990 its loss was £119 million) and has just 31 planes and 11,000 employees. Many of its routes still serve former Belgian colonies in Africa, and mismanagement by a complicated Walloon-Flemish power-sharing structure has always plagued the airline.

The Sabena-KLM-BA venture would have provided a European "hub and spoke" service based on Brussels, but the European Commission took a dim view of the plan, and with Sabena's own finances in a precarious state, the other two partners decided to pull out.

Aer Lingus fined over competition

By OUR AIR CORRESPONDENT

THE European Commission yesterday showed its determination to support small airlines that take on big national carriers. It fined Aer Lingus £532,000 for refusing to co-operate with British Midland on flights between London and Dublin.

British Midland, which began flying on the route in 1989, complained to the commission that the Irish airline had refused to honour its tickets or to allow passengers to switch from one airline to the other. That made it difficult for British Midland to establish itself on the route and to compete effectively.

The commission's decision had been widely predicted but the size of the fine was higher than Aer Lingus had expected. The airline said last night that it needed time to consider its response.

British Midland was delighted. Sir Michael Bishop, its chairman, said: "It shows clear evidence of the commission's determination to act against airlines holding dominant positions where they attempt to prevent the development or maintenance of competition."

He added: "The decision establishes an important precedent that dominant airlines should not seek to use

the withdrawal of interlining facilities as a competitive weapon."

In the first year, British Midland operated on the London-Dublin route, flown by 1.6 million passengers a year, it took a fifth of the market that rose to 26 per cent when British Airways withdrew completely last year. In the past three months, British Midland, which operates eight flights a day compared with 12 by Aer Lingus, claims its share has risen to 30 per cent. It argues that if passengers were allowed to switch tickets, the figure would have been even higher.

Sir Leon Brittan, EC commissioner for competition policy, said: "At a time when the European transport industry is being liberalised, airlines making use of the new opportunities for competition should be given a fair chance to develop and sustain their challenge to established carriers."

The commission said that the order forcing Aer Lingus to co-operate with British Midland should run for two years; by that time, British Midland should have become sufficiently well established on the route not to need protection.

Brit Alcan losses worsen

By OUR INDUSTRIAL CORRESPONDENT

BRITISH Alcan Aluminium will next month reveal that losses worsened during 1991, even though the company shed 1,180 employees, more than a tenth of its workforce.

The group, which accounts for two-thirds of Britain's primary aluminium production, launched a fierce cost-cutting drive after losses in 1990 totalled £12.3 million.

However, the company found it hard to keep pace with the decline of its markets. David Morton, chairman of Alcan Aluminium, the group's Canadian parent, said a flood of aluminium on to world markets caused by lower demand in the Commonwealth of Independent States pushed prices to their lowest level ever, in real terms, by the end of the year. The group's worldwide loss last year was \$36 million.

The pressure for cost savings is expected to continue in 1992, although British Alcan believes the scope for further job cuts is limited.

The 1990 loss was the first since the creation of British Alcan in 1982 from the British Aluminium Company and Alcan of Canada.

Pension industry calls for tighter self-investment rules

By COLIN NARBROUGH

THE pensions industry is deeply disappointed over the government's failure to impose tighter limits on investment by pension funds in their sponsoring companies, according to a leading figure from the National Association of Pension Funds.

The Maxwell affair highlighted the dangers of too close a relationship between pension funds and the firms that sponsor them, and self-investment in the company's shares or property has been a long-term concern of the NAPP.

The association, which published a comprehensive report on self-investment in June 1988, now feels that its detailed advice was not taken sufficiently seriously by the government. The Social Security Act empowered the government to address the problem, but draft regulations have only just been laid before parliament.

Clive Gilchrist, chairman of the association's key investment committee, will tell the NAPP investment conference at Eastbourne, East Sussex, today that his committee is very disappointed about the

government regulations, which fall short of what the industry feels is required. Mr Gilchrist, who steps down from the chairmanship at the conference, is also expected to draw delegates' attention to the need for strict separation of pension fund custodians and investment fund managers, a division opposed by leading banks.

The government regulations, expected to take effect next month, restrict self-investment to 5 per cent of the value of a pension fund. But the NAPP is not happy with

the government decision to limit self-investment to quoted assets only. It would also like restrictions on self-investment to apply to existing, and not merely new, investment.

Mr Gilchrist said the NAPP was in the position of having identified many of the dangers encountered by Maxwell pensioners well in advance of the government. However, he underlined that the NAPP would prefer a code of best practice in the industry rather than legislative rules.

The NAPP's code of best practice proposed that no new self-investment of any type should be made by pension funds, except in certain extreme circumstances. If such investment is made, the code calls for no restrictions on the trustees' ability to sell the investment subsequently.

Another of its proposals is for annual disclosure by funds of the level of self-investment.

Tomorrow, the NAPP conference will hear Barbara Mills, outgoing director of the Serious Fraud Office (SFO), who is due to speak on the role of the SFO in the financial markets.



Gilchrist: disappointed

TUC to shed staff as unions shrink

By ROSS TIEMAN
INDUSTRIAL CORRESPONDENT

TRADE union membership in Britain fell by as much as 450,000 last year, according to a confidential report drawn up for Norman Willis, the general secretary of the Trades Union Congress.

Membership of TUC affiliated unions is believed to have fallen by 5 to 5.5 per cent, the report shows. If that is so, the total TUC membership may now be little more than 7.74 million, compared with more than 12 million in 1979.

The slump in union membership is largely blamed upon job losses, especially in manufacturing. The AEU engineering union estimates that its roll has declined by 10 per cent, to around 640,000, in the past 12 months. As union membership falls, the burden of supporting the TUC staff grows proportionately heavier for those who remain in work.

Many unions automatically lose members who are made redundant. That is

because union subscriptions are often collected by employers under an arrangement known as check-off.

Members of the TUC's general council yesterday approved a plan to seek a 20 per cent cut in the organisation's 250-strong workforce in an effort to save money. Staff representatives have been assured the cuts will be sought through early retirement, voluntary severance and natural wastage. Last year, the TUC shed 30 employees.

The new round of job losses at the headquarters of the trade union movement are a direct consequence of the nose tightening around its income.

The finances of the TUC rely overwhelmingly upon a levy on affiliated unions, which is calculated according to how many members they have.

In 1990, the latest year for which the TUC has filed accounts, the levy provided all but £37,000 of the TUC's £7.19 million income. Last year, a 1.12p levy on the TUC's 8.19 million members raised £9.18 million. This year, the

organisation has lifted the levy to 1.23p, which is likely to generate an income of about £9.5 million despite the reduced membership.

However, since 1989 the TUC has been developing a growing deficit. In 1989, TUC spending exceeded income by £475,471. In 1990, the shortfall rose to £690,047. Mr Willis is now apparently determined to prevent it escalating further.

The TUC's pay bill for its staff, who are concentrated at Congress House in London, is the biggest item among its outgoings. In 1990, salaries and national insurance contributions amounted to £2.57 million. These are one of the easiest targets for cuts.

Many other outgoings are less controllable. The TUC contributed £1.13 million in 1990 for affiliation to three international labour organisations, including the European TUC. It also spent more than £1.1 million on education programmes and £620,000 on regional trades councils.

Lilley gives all-clear to Macarthy suitors

By PHILIP PANGALOS



Pleased: Peter Dodd, chief executive of UniChem, which may renew its bid

PETER Lilley, the trade and industry secretary, has cleared the two rival takeover bids for Macarthy, the Savory & Moore pharmaceuticals group.

Both bids, from UniChem, which is Britain's largest pharmaceutical wholesaler, and Lloyds Chemists, Britain's second largest retail chemists chain, are likely to be revived, and shares in Macarthy surged 17p to 316p. Lloyds Chemists lost 5p to 340p, while UniChem firmed 2p to 203p.

The bids were initially referred after fears that a takeover could create a United Kingdom duopoly in the wholesaling of ethical products, or prescribed drugs.

However, although the Monopolies and Mergers Commission found that the pharmaceutical market was becoming increasingly concentrated, and that there was an increasing degree of vertical integration between wholesalers and retailers, it ruled that a link-up between Macarthy and either bidder would not materially reduce competition in any of their markets — as wholesale and retail chemists and in the health food market. Neither bid was likely to operate against the public interest.

Lloyds, which claims to speak for 9.9 per cent of Macarthy's shares, and had received acceptances in respect of 65 per cent when the bids were referred, has previously indicated that it would offer at least 306p in any new offer for Macarthy.

UniChem, where Peter Dodd is chief executive, and which has moved closer to Macarthy by taking over a distributor to its Savory & Moore chemist chain, said yesterday it was "naturally pleased". It would now consider its position in the light of this report and its recent pharmacy acquisitions, including the Moss group of chemists, before deciding its course.

Jeff Harris, UniChem's finance director, said: "There remains a natural synergy and commercial logic in a combination of the respective businesses, but only on the right terms."

An earlier, all-paper £83 million offer from Gramplan Holdings, the Scottish mining conglomerate, has already failed.

Allen Lloyd, chairman and chief executive of Lloyds, said: "We will be re-examining the attractiveness of Macarthy in the light of what has happened in the intervening period and of other opportunities available to Lloyds."

Investments help lift Daily Telegraph

By MATTHEW BOND

PRE-TAX profits at The Daily Telegraph, publisher of The Sunday Telegraph, have risen 5.2 per cent to £40.5 million in the year to end-December, helped by a 42 per cent rise in investment income. Operating profits fell from £33.3 million to £32.7 million, on sales marginally lower at £219 million.

Conrad Black, chairman, said: "We have enjoyed an excellent result in difficult trading conditions. The continuation of our policy to increase circulation revenues, while at the same time enhancing the quality of our two titles, has helped to offset the 12.5 per cent decline in advertising revenue."

The group's post-tax profits rose 43 per cent to £33.9 million, with the tax charge falling from £14.8 million to

£6.6 million, as the substantial provision for advance corporation tax after the £40 million sale of the group's Docklands headquarters was reversed. An unchanged final dividend of 4.5p gives a total of 9p, matching last year's ordinary distribution.

At the end of last year, a consortium led by Mr Black bid successfully for the John Fairfax newspaper group in Australia with a £634 million offer. The Daily Telegraph has a 15 per cent stake. Mr Black said: "We hold a 15 per cent interest in the company with hopes of increasing our share over time and are confident of having bought assets of the highest quality at a very reasonable price."

Joe Cooke, managing director of The Daily Telegraph, said a flotation of Fairfax was planned for April.

Riklis stores group seeks protection

FROM PHILIP ROBINSON
IN NEW YORK

PART of the \$1 billion empire of Meshulam Riklis, the American financier, has collapsed into the protection of the American bankruptcy courts. Mr Riklis, aged 68, the husband of Pia Zadora, a singer and former Hollywood starlet, was not available for comment.

Mr Riklis's 1,000-store McCrory Corporation, which is among America's largest downmarket convenience stores, is now under bankruptcy protection.

Mr Riklis has halted a \$3.4 million interest payment on one of McCrory's convertible bonds and suspended payments to some suppliers. Standard & Poor's has already downgraded the bond from a triple C minus to D, giving it junk bond status.

Shares in Kleinwort and Warburg slump

By NEIL BENNETT, BANKING CORRESPONDENT

SHARES in Kleinwort Benson and SG Warburg, two of the City's leading merchant banks, plummeted yesterday after they revealed worse than expected profit figures.

Kleinwort made a pre-tax profit of £27.9 million last year, a sharp increase on record losses of £68 million in 1990. Nevertheless, the shares slumped 13p to 263p since the profits were more than £5 million below City forecasts and the bank made only £3.2 million in the second half of the year.

There were bad debt provisions of £39 million. That was £4 million lower than in 1990 but Kleinwort said it was scaling down its corporate lending book to avoid further losses. The final dividend is held again at 10.7p to make 16p for the year.

Warburg issued an unex-

pected profit forecast of between £155 million and £178 million for the year to March 31, since it plans an overseas debt placing. The bank's profits will be the second highest on record, despite the recession, but the City had been hoping for up to £200 million. The shares plunged 36p to 538p.

Jonathan Agnew, Kleinwort's chief executive, said there had been a substantial turnaround from 1990. "This is a considerable step on the road to recovery." High banking provisions, however, had had a negative impact on profits. During the year, Kleinwort's corporate lending fell by a quarter to £661 million and Mr Agnew said it would be cut by another third in the next two years.

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COMMERCIAL UNION

TWELVE MONTHS' REVIEW

Dividend increased by 3% to 23.65p

- ★ Life profits increase to £114.3m (1990 £102.0m) with good life premium growth of 15%.
- ★ Non-life loss of £182.9m (1990 loss £100.6m) following very difficult trading conditions in most markets. Results in the United Kingdom and most of Continental Europe deteriorated although increased profits were achieved in the Netherlands and the United States.
- ★ Determined action to improve general insurance results continues, with premium rate increases in the United Kingdom gaining momentum.

HIGHLIGHTS

	12 months 1991	12 months 1990
	Unaudited	Audited
Premium income	£4,107m	£3,596m
Operating loss before taxation	(£68.6m)	£1.4m
Loss attributable to shareholders (note)	(£15.5m)	£22.2m
Operating loss per share	(15.0p)	0.3p
Dividend per share	23.65p	23.00p
Shareholders' funds	£1,210m	£1,235m

Note: Loss attributable to shareholders includes realised investment gains after taxation of £49.8m (1990 profit £20.8m).

The proposed final dividend of 14.40p per share (1990 14.00p) will be paid on 15 May 1992 to shareholders on the register at the close of business on 19 March 1992. The proposed final dividend will cost £63.3m (1990 £60.0m). Shareholders will be offered the choice of receiving fully paid ordinary shares, rather than cash, in respect of all or part of the final dividend. Details will be circulated to shareholders on 1 April 1992.

This announcement does not constitute full group accounts for the year. Copies of the full group accounts, which have not yet been reported on by the auditors, will be circulated to shareholders on 19 March 1992 and delivered to the Registrar of Companies after approval at the Annual General Meeting which will be held on 14 April 1992. Members of the public may obtain copies of the accounts after 19 March from Commercial Union plc, Shareholder Relations Service, St. Helen's, 1 Ldershaft, London EC3P 3DQ (telephone 071-263 7500 ext. 28866).

TEMPUS

This pessimistic view carries a gloomy message for the rest of the sector, even though others have more one-off losses to reduce or eliminate this year. CU has

Where there's life: Tony Brend, CU's chief executive, expects better results

While this is an immense improvement on the record loss of £68 million in 1990, the maintained dividend of 16p still led to a £2.4 million drain on reserves. Kleinwort produced a pre-tax profit of

The bank says it has reduced costs by £50 million since then, so it should be capable of producing more than £100 million a year even on a conservative estimate. This would equal a reasonable, 23.5 per cent return on shareholders' funds of £423 million. However, the low quality of Kleinwort's earn-

STOCK MARKET

There was little respite for the banks as Barclays reported worse than expected full-year figures. The shares responded with a fall of 20p to 374p.

National Westminster, which reported a sharp drop in profits on Tuesday, rose 4p



Lasmo, the oil exploration group, which took over Ultramar last year, finished 2p lighter at 199p. Smith New Court is believed to have paid 191p a share for a parcel of at least 4 million shares that it later sold to institutional clients at 195p. A total of 9.3 million shares were traded.

Feb 26	Feb 25	Feb 26	Feb 25	Feb 26	Feb 25
		thru	close	midday	close

[illegible][illegible]

MAJOR CHANGES					
RISSE:					
Serna Group	2346	(+420)	Tiphook	3622	(+186)
Wells Fargo	2252	(+179)	Victrola	2940	(+89)
Kwik Save	3739	(+155)	RHM	2149	(+89)
AOT	4440	(+423)	FALLS:		
B&G	5459	(+149)	News Corp.	7150	(-107)
Englehard	4747	(+119)	Capita Group	3354	(-102)
Ploggs	2500	(+150)	Burcays	3749	(-102)
Macanthy	3116	(+179)	Kleinwort Benson	2250	(-113)
Commercial Union	4639	(+109)	SG Warburg	5380	(-359)
Eurotunnel Ltd.	4599	(+100)	Grand Met	5332	(-166)
			Closing Prices...Page 22		

Exchange index compared with 1985 was down at 90.6 (day's range 90.4-90.7).

New York (midday)	Branco:
Dow Jones 3264.09 (+6.26)	General 5834.91 (-25.11)
& P Composite 412.42 (+1.97)	Public CAC 520.25 (+4.26)
Algo:	Steele: S&A Gen 483.5 (-4.5)
Nikkei Avg 21364.77 (+339.22)	London:
Hong Kong	FT A All-Share 1228.94 (+7.64)
..... 4794.71 (+34.51)	FTSE 1283.72 (+9.68)
T-SSE Euro 100 1165.89 (+9.47)	Gold Mines 128.7 (-1.1)
Commodities:	FT Fixed Interest 101.45 (+0.12)
US Wheat Tendency 126.4 (+0.6)	FT Govt Secs 88.49 (-0.18)
Wheat: AO 1638.1 (+1.8)	Bargains 26639
Frankfurt DAX 1737.27 (+14.97)	SEAQ Volume 548.6m
	US\$ (Dutaster) 140.14 (+0.21)

Futures and Options			
First Dealings	Last Dealings	Last Declaration	For Settlement
February	February		June 8
Call options were taken out on 26/2/92:	Albert Fisher, Berkeley Inst, Granada.		
	Robert Fisher, Berkeley Inst, Granada.		

	Period	Open	High	Low	Cash	Volume
FT-SE 100						
Previous open interest: 40360	Mar 92	2594.0	2587.0	2569.0	2584.0	5212
	Jun 92	3304.0	3269.8	3071.8	2620.2	4247
Three Month Sterling						
Previous open interest: 31360	Mar 92	95.90	95.80	95.60	95.86	1206
	Jun 92	96.20	96.10	95.90	96.04	1261
	Sept 92	96.44	96.28	96.04	96.08	1379
Three Mth Eurodollar						
Previous open interest: 21360	Mar 92	95.72	95.73	95.66	95.73	2071
	Jun 92	96.04	96.04	95.96	96.00	2062
	Sept 92	96.24	96.14	96.02	96.02	2580
Three Mth Euro DM						
Previous open interest: 248383	Mar 92	90.84	90.84	90.82	90.82	1750
	Jun 92	90.80	90.83	90.78	90.82	2580
US Treasury Bond						
Previous open interest: 4308	Mar 92	99.18	99.23	99.15	99.26	2634
	Jun 92	99.16	99.25	99.16	99.25	3033
Long Gilt						
Previous open interest: 6299	Mar 92	98.60	98.60	98.54	98.56	3662
	Jun 92	98.71	98.71	98.65	98.67	4022
Japanese Govt Bond						
Previous open interest: 8525	Mar 92	102.45	102.48	102.44	102.47	31
	Jun 92	102.20	102.28	102.20	102.25	45
German Govt Bond						
Previous open interest: 5933	Mar 92	87.58	88.25	87.94	88.26	7125
	Jun 92	90.21	90.21	90.15	90.17	7022
Three month ECU						
Previous open interest: 8525	Mar 92	90.01	90.01	89.97	89.99	508
	Jun 92	90.26	90.38	90.33	90.32	400
Euro Swiss Franc						
Previous open interest: 13972	Mar 92	92.40	92.40	92.30	92.33	2580
	Jun 92	92.70	92.73	92.62	92.67	2975
	Sept 92	92.94	92.94	92.84	92.84	3500

Exchange index compared with 1985 was down at 90.6 (day's range 90.4-90.7).					
Mkt Rates for Feb 26		Range	Close	1 month	3 months
Dutch	3.2380-3.2524	3.2492-3.2524	3.2524	3.24-3.25	3.24-3.25
Brussels	59.16-59.46	59.35-59.46	59.46	58-59	58-59
Copenhagen	11.1550-11.2188	11.1854-11.2094	11.2094	11-12	11-12
Dublin	1.0700-1.0725	1.0700-1.0725	1.0725	1.07-1.07	1.07-1.07
Frankfurt	2.8799-2.8867	2.8816-2.8847	2.8847	2.88-2.89	2.88-2.89
London	246.68-248.38	247.1-248.38	248.38	247-248	247-248
Madrid	180.67-180.85	180.55-180.85	180.85	180-181	180-181
Milan	258.98-261.66	259.55-261.65	261.65	258-259	258-259
Montreal	2.0500-2.0630	2.0610-2.0630	2.0630	2.05-2.06	2.05-2.06
Osaka	137.00-137.40	136.90-137.40	137.40	136-137	136-137
Paris	11.2702-11.2873	11.2741-11.2873	11.2873	11-12	11-12
Stockholm	10.4133-10.4750	10.4620-10.4750	10.4750	10-11	10-11
Tokyo	225.46-226.48	225.19-226.48	226.48	225-226	225-226
Zurich	200.67-202.541	200.3166-202.5421	202.5421	200-201	200-201
Average	2.6132-2.5007	2.6155-2.5007	2.5007	2.50-2.51	2.50-2.51
Source: Reuters					Discount - 4%

[illegible]

COMMODITIES

ished with mixed trends
forward of positions out
derable at the start of
er in moderate trade but
over half the volume
ket saw some aggressive

LONDON OIL REPORTS (LCS-LNU)

London & Orleans Buying Report to be made at the support levels, prices drifted about in a narrow range.

CRUDE OILS (\$/bbl FOB)

Brent: Physical	17.25	-0.10
Brent 15 day (Apr)	17.30	-0.10
Brent 15 day (May)	17.30	-0.10
Brent 15 day (Apr)	17.30	-0.05
W Texas Intermediate (Apr)	16.40	+0.05
W Texas Intermediate (May)	16.45	+0.05

PRODUCTS (\$/bbl)

Spot CIF NW Europe (excepted delivery)

Gasoline G-15	167.00 (Apr)	Vol: 200 (Apr)
Gas EEC	160 (Apr)	161 (+1)
No EEC 1st Mar	162 (+1)	162 (Apr)
MEQ 1st Mar	161 (Apr)	161 (Apr)
3.5 Fuel Oil	86 (Apr)	87 (Apr)
Naphtha	176 (Apr)	177 (-1)

PIPE FUTURES

Apr	159.50-60.00	Jun	159.25-60.00
May	157.50-57.25	Jul	161.00-60.00
Aug	159.00-58.25	Aug	164.00-64.25
		Vol:	10353

GAS OIL

Apr	17.33-17.35	Jul	17.44-17.46
May	17.33-17.40	Aug	17.44-17.46
Jun	17.43-17.44		

UNLEADED GASOLINE

Apr	200.00-03.00	Jul	200.50-03.50
May	205.00-06.00	Aug	197.50-01.50
Jun	203.00-05.00		Vol: 255

BUFFER

GNILKA (\$/bbl)

Feb 92	High: 1232	Low: 1232	Cash: 1228
Mar 92	1235	1233	1235
Apr 92	1230	1203	1307
Jul 92	1135	1129	1128

Vol: 286 lots. Open last 265 lots.

LONDON METAL EXCHANGE

London Metal Exchange

Cash: 1304.5-1305.0	Bank: 1306.5-1317.0	Bank: 1306.5-1317.0
1155.0-1155.5	1179.0-1176.0	2730.0
802.0-802.0	840.0-840.0	440.0
1302.0-1352.5	1352.0-1352.5	20.00

POTATO

Open	Close
Mar	51.0 51.5
Apr	51.8 51.9
May	51.5 51.2

BLISSER

No 1 RSS CW 97

Mar	52.00-51.50
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COINTEGRATED (price per ct)

Copper (Ct) (\$/bbl)	440.0
Lead (\$/bbl)	440.0
Zinc Sp Ft Gd (\$/bbl)	2730.0
Aluminum H1 Gd (\$/bbl)	20.00
Aluminum H1 Gd (\$/bbl)	20.00

Australia dollar	2.5222-2.5223	Algeria	11.65-11.67
Belgium franc	0.6522-0.6525	Belgium (Com)	35.04-34.09
Brazil cruzeiro	2720.79-2722.75	Canada	1.810-1.8115
Cyprus pounds	0.80-0.801	Denmark	5.4150-5.4250
Finland markka	2.07-2.071	France	5.6322-5.6375
		Germany	1.5565-1.5575
Hong Kong dollar	13.5132-13.5228	Hong Kong	7.6718-7.6728
India rupee	15.16-15.161	Ireland	1.6180-1.6181
Korwae bank KD	0.5295-0.5155	Italy	1.242-1.243-0
Malaysia ringgit	4.5109-4.5155	Japan	129.80-129.90
Mexico peso	16.4000-16.4000	Switzerland	2.5910-2.5920
New Zealand dollar	2.2151-2.2330	Netherlands	2.8820-1.86-0
Saudi Arabia riyal	6.4722-6.5325	Norway	6.4850-6.4950
Singapore dollar	6.5133-6.5448	Sweden	1.2020-1.2030
South Africa rand (fix)	6.6485-6.5944	Singapore	1.0625-1.0630
South Africa rand (float)	5.0107-5.0181	Spain	105.55-105.65
Swedish krona	6.355-6.356	Switzerland	5.5960-6.0000
Barclays Bank GTS v. Lloyds Bank		Switzerland	1.5050-1.5060

Base Rate Clearing Banks 10% Finance Hse 11				
Discount Market Loans: O/night high 10% Low 10%				Weak fixed: 10%
Treasury Bills 10% Buy 2 mth 9 1/2% 3 mth 9 1/2% Sell 2 mth 9 1/2% 3 mth 9 1/2%				

1 month	2 month	3 month	6 month	12 month
10% ¹⁰ -10%	10% ¹⁰ -10%	9 1/2% ¹⁰ -9 1/2%	9 1/2% ¹⁰ -9 1/2%	10% ¹⁰ -10%
10% ¹⁰ -10%	10% ¹⁰ -10%	10% ¹⁰ -10%	10% ¹⁰ -10%	10% ¹⁰ -10%
10% ¹⁰ -10%	10% ¹⁰ -10%	10% ¹⁰ -10%	10% ¹⁰ -10%	10% ¹⁰ -10%

Overnight open 11, close 10 1/2%				
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Local Authority Dept	10% ¹⁰	n/a	10%	10%
Local Govts	10% ¹⁰	10%	10%	10%
Debt CDO	4.24-0.47	4.20-10%	4.10-11.5	4.10-9.9
Debt CDO	10% ¹⁰ -10%	10% ¹⁰ -10%	4.32-4.47	4.72-4.87
Debt Selling Office CDO	10% ¹⁰ -10%	10% ¹⁰ -10%	10% ¹⁰ -10%	10% ¹⁰ -10%

IBOCD: Fixed Rate Sterling Office Finance. Make-up day Jan 31, 1992 Agreed
Reference Rate Feb 2, 1992 to Mar 24, 1992 Scheme I: 11.75%. Schemes II & III: 12.01%.
Reference Rate Jan 1, 1992 to Jan 31, 1992 Scheme IV & V: 10.713%.

Currency	7 day	3 month	6 month	Call
Dollar	4 1/4-5 1/4	4 1/4-5 1/4	4 1/4-5 1/4	4 1/4-3 1/4
Deutsche Mark	9 1/4-9 1/4	9 1/4-9 1/4	9 1/4-9 1/4	9 1/4-8 1/4
French Franc	10 1/4-10 1/4	10 1/4-10 1/4	10 1/4-10 1/4	10 1/4-9 1/4
Swiss Franc	7 1/4-7 1/4	7 1/4-7 1/4	7 1/4-7 1/4	7 1/4-7 1/4
Yen	5 1/4-5 1/4	5 1/4-5 1/4	5 1/4-5 1/4	5 1/4-5 1/4

Interbank Open \$248.90-349.20	Close \$249.00-349.50	High: \$249.35-349.85
Low \$248.10-348.60	Range \$248.75-349.75	(\$199.25-200.25)

Sovereigns	0.82-72.45-73.55	\$67.50-100	Nov 82-50-83.50	\$67.25-48.25
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COMMENT

Interest cut may be now or never

The central case in the National Institute's latest economic forecasts assumes a tax cut of £2 billion in the Budget, no immediate cut in interest rates and the re-election of a Conservative government. Most Conservative politicians would question at least one of those three assumptions. Unless the Chancellor proves more generous in cutting taxes or interest rates, few fancy the government's re-election chances. This leads to the big question for the Chancellor — should he plan a tax giveaway, or an impressive interest rate cut?

Until last week, the question was easily answered. The ERM strait-jacket seemed to rule out any cut in rates. The recent strength of sterling has since raised hopes in the Treasury that interest rates could yet be turned into the government's winning ticket, avoiding any significant cuts in taxes beyond the penny off income tax which is already fully discounted by the markets. Some Tory MPs talk with growing confidence of a full point off base rates, either immediately after the Budget or in two half-point steps. Unfortunately, the Chancellor may find his room for manoeuvre limited. Sterling's sudden recovery and the apparent loosening of the ERM constraint is entirely due to the fall of the mark against the dollar since Christmas. This trend may well continue in the long run, but the dollar has risen so fast that it should be due for at least a temporary retreat.

If the mark were to start rising against the dollar in the days after the Budget, Britain's chance of a full-point cut in interest rates would vanish. Yesterday, Nicholas Brady, the American Treasury Secretary, remarked that American interest rates are still "too high in real terms" to allow an adequate economic recovery. Alan Greenspan may well agree if he sees another weak economic indicator like Tuesday's plunge in consumer confidence. If the Fed cut its rates, the surge of the dollar against the mark could be reversed and the window of opportunity to cut British rates would close abruptly. The Chancellor may prefer to get at least a half-point cut under his belt while the markets are still receptive, instead of waiting until Budget day.

Fat Barclays

Barclays lost friends in the City yesterday. The slump in profits might have been forgiven but the 14 per cent rise in the bank's costs could hardly be ignored in a year when parsimony was the key. The bank pleaded that it needed to finance expansion of its growth businesses, such as financial services and investment banking, for long-term success, that its new continental businesses had contributed 3 per cent of the increase and that the 5,000 reduction in staff numbers showed how tough it really was on costs. All this is true but the reason lies elsewhere. The bank was punished for its generosity a year ago when it awarded an 8 per cent pay rise to staff. Even at the time the award looked excessive and it appears completely out of line with subsequent events. Barclays staff costs grew 12 per cent to £2.38 billion in 1991, despite the job losses.

Brian Pittman, Lloyds Bank's chief executive, spelled out the link between staff numbers, staff pay and the success of Britain's banks very simply last week. For every 1 per cent on this year's pay award, he warned Lloyd's employees that the bank would have to shed another 650 jobs. Barclays board would be well advised to do a similar calculation. Banks face a period of low inflation and sluggish loan demand. Unless they control their costs with an iron rod, they will quickly run out of control. Barclays cannot afford to delay its recovery by poor housekeeping.

The gatecrasher still casts a shadow over ICI's party

As the chemical giant reports its profits, William Kay believes Lord Hanson's flutter may be a case of heads I win, tails you lose

Despite his recent disavowal of intent to take over ICI, the tall, gaunt figure of Lord Hanson inevitably casts an ominous shadow over the chemicals group today as it announces its 1991 results.

At Hanson's annual meeting last month, his lordship confirmed that he had no current plans to bid, but added: "As ICI's second biggest shareholder we will continue to watch its progress with great interest and affection." Whether that turns out to be the distant affection of a kindly uncle, or the more urgent embrace of an ardent suitor, depends on how ICI behaves.

Had the right encouragement been forthcoming, either from ICI or Whitehall, this would have been the time to attack. The 36 per cent profits decline in 1990 has been followed by another significant fall last year. But analysts expect the profits to recover to £1.4 billion in 1993, pushing the group's market capitalisation towards £20 billion, a daunting mouthful even for the capacious Hanson.

Such a recovery will be a relatively nimble turnaround for the large and diverse business. But how much of it will really have been stimulated by Hanson's prodding, rather than the unprompted efforts of the ICI management? That question is tantalising analysts and investors as they try to gauge the strategy of Sir Denys Henderson, ICI's chairman.

Lord Hanson threw his upper into the ring last May, when the company that bears his name spent £240 million buying a 2.8 per cent stake in ICI. A slinging match ensued and although it died down after a couple of months, ICI's Milbank head office was galvanised. Their private fear had been realised: that the era of mega-bids would put the hitherto impregnable ICI in play.

Sir Denys had already laid down a strategy to beat the recession. That consisted of trimming ICI to seven business groupings — pharmaceuticals, agrochemicals, chemicals and polymers, paints, explosives, materials and specialties — concentrated on Europe, North America and Asia/Pacific. And he had declared: "By definition, those who are not in these categories are either going to be run for cash or divested."

Already 15,000 employees have left ICI, including 5,000 departing with businesses sold. No management finds such cuts easy. More job losses are due to be announced today, and by the time the workforce has been trimmed to the bone and divestments completed the group's profits should be swollen by an extra £400 million a year.

Every month by which that pro-



Galvanised steel: Sir Denys's anti-recession strategy was sharpened by the Hanson effect

gramme is advanced earns ICI about £3 million in interest. Small beer in itself, for a company aiming at profits of £3 million a day, but significant in terms of its impact on the ICI culture. As one analyst said: "Hanson's stake has emphasised the need for ICI to improve profitability and performance."

The word at Milbank is that the so-called Hanson effect inevitably sharpened the anti-recession strategy, because staff were understandably nervous. Observers suggest that has enabled the management to take unpopular decisions more quickly and easily than would otherwise have been possible.

But Sir Denys points out that Hanson's emergence as a shareholder has also had negative effects. Staff were poached. Competitors warned customers that ICI's future was uncertain. Top management time was absorbed in keeping Hanson at bay.

Resolve has been stiffened by last September's appointment of 60-year-old Ronnie Hampel, an aggressive achiever, as ICI's first chief operating officer. Lord Hanson applauded the choice. Henderson remains chairman and chief executive with responsibility for strategic planning, senior appointments, improving the group's financial ratios and enhancing long-term shareholder

value. A key part of Mr Hampel's brief is to mastermind the restructuring of the group, particularly ensuring that those £400 million-a-year cost savings are realised.

Cynics might say that the canny Sir Denys has the better of the split, but that is a chairman's prerogative. By the time he retires in 1995 he will have led ICI for longer than anyone since Sir Paul Chambers in 1960-8. He hopes his memorial will be a group transformed from the giant that lumbered across the industrial stage in the Sixties and Seventies.

Since 1980, sales of high added-value products have risen from a third to over half the total, while the UK share of the group's business has fallen from two-fifths to one-fifth.

Sir Denys has two main medium-term goals to make the pharmaceuticals division a world player, and to minimise commodity chemicals. The pharmaceuticals operation, ICI's biggest profit earner, targets heart disease and cancer. But to fight heavyweights like Merck and Glaxo punch for punch it needs a takeover. The trouble is that the best prospects are too big or too dear, or both. Some observers believe that the business could eventually be squeezed to the point where it has to be sold, but that will probably be a

decision for Sir Denys's successor. It would be a huge setback.

The chemicals division is burdened by world overcapacity. ICI is losing money on PVC and demand for chlorine-based chemicals is declining. Sales or closures are likely here, and in the materials division, where ICI is simply too small. So we can expect to see a continuation of the stream of disposals and closures that have been emanating from Milbank for the past year.

That should not discourage Hanson from holding on to its stake. It has the classic two-way bet: either the price of ICI shares will rise to reflect the success of Sir Denys's strategy, or it will fall, opening the door to a bid.

Along the directors' corridor at Milbank, they are acutely aware that Hanson's aggressive stance does little to tie his hands in the long run, should he decide to move. They are still on full alert.

Above all, investors should not discount the liberating effect of a Conservative victory in the general election. That could remove any qualms John Major may have had in the past nine months about a no-holds-barred battle over ICI's future. Conversely, the arrival of Neil Kinnock in Downing Street with a working majority would end Lord Hanson's dreams for good.

Britain's workers close on Germans

Britain's productivity gap with Germany has narrowed significantly during the Eighties, but is unlikely to be closed unless Britain commits more capital to redress skill shortages.

According to the National Institute of Economic Research, Germany's productivity advantage over Britain has fallen from about 50 per cent in 1980 to 13 per cent in 1987. The gap narrowed further in 1988, but has since widened marginally. Britain has overtaken Germany in productivity in three out of 14 sectors: chemicals, electrical engineering and basic metals, while Germany has the advantage in 11 sectors, including motor manufacturing.

The main reason behind the convergence in productivity was the restructuring of British industry. Between 1988 and 1987, German manufacturing output rose 40 per cent, while employment went down by 600,000. In Britain, output was up only 10 per cent, but employment was down by 3 million, or 37 per cent, 2.1 million of which occurred between 1979 and 1989.

Since Britons work longer hours than the Germans, Germany's productivity advantage measured in terms of worker-hours has fallen on a smaller scale, from about 50 per cent in 1979 to 22 per cent in 1987. The differences in hours worked is especially pronounced in engineering, vehicles and metals.

Britain's improved productivity was achieved at the cost of a heavy decline in the size of the manufacturing sector. On an employment basis, the manufacturing sector in Germany and Britain was the same size in 1968, but it was over 25 per cent smaller in Britain by 1987.

Surprisingly, Germany's deteriorating relative position is blamed on low investments.

"The primary sources of the slowdown in German productivity have been historically low proportions of output which went to investment. A gap between real labour costs and productivity... led to lower profits and hence reduced investment. The slowdown in investment led to an ageing of the capital stock and hence lower growth rates of labour productivity." Rigidities in the German labour market, like the "high cost of firing", have also contributed to slow productivity growth in Germany.

But there was a critical note on Britain's performance. The rise in productivity, notes the report, was primarily due to more efficient use of labour and materials ("factor inputs"), and not to "any greater investment in physical capital, human capital or research and development". The report concludes that "redressing the skill deficiency would therefore appear to be important if British manufacturing is to get close to the productivity levels now enjoyed in Germany."

"Productivity Levels in British and German Manufacturing Industry" by Mary O'Mahony, National Institute Economic Review February 1992
WOLFGANG MÜNCHAU
European Business Correspondent

THE TIMES CITY DIARY

Burnham to start again

STEVE Burnham, co-founder and president of Cresvale, one of the biggest global derivatives firms, has resigned. Burnham, aged 42, and an expert in the Far Eastern markets, intends to begin again with another small firm of his own. He is toying with the idea of moving to Switzerland and hopes to be up and running within a year. His plans — "in derivatives but not only derivatives" — should be finalised before the end of the week. "There are certain restrictions on me at the moment," he says, "but I want to go and do it again." Burnham founded Cresvale in 1979, with Malcolm Stevenson as his partner. Stevenson remains as an executive director of Cresvale. "I'm very proud of all its achievements," adds Burnham, who previously ran the trading room at Dillon Read Overseas, and, before that, the Far Eastern desk at Alroy and Smithers. Cresvale, which employs 400 people, is now 65 per cent owned by Pallas, a Luxembourg-based holding company, run by Frenchman Pierre Moussa.

Cold comfort

FAREPAK, the hamper company quoted on the USM, will have had an exciting February, whether or not it wins the company of the year award at the PLC dinner next month. Tomorrow, its cold store is being commandeered by six members of the British North Geomagnetic Pole Expedition, including David Hempleman-Adams, the team leader, so that they can prepare themselves for arctic



"Yesterday he was the business centre manager"

Branson's choice of ally, since Laker's airline did, in the end, go out of business. British Airways does not take part in the programme. "We got no more out of them than anybody else," says programme editor Paul Woolwich. "They said that their legal department had investigated the claims and could find no foundation to any of them."

Tiffe for Liffe

LIFFE, the London International Financial Futures Exchange, had better be on its guard. On March 22, a four-man team from the Tokyo International Financial Futures Exchange, Tiffe, will arrive in London to explore ways of launching its own currency contract in Europe. Tiffe wants to win more international business for the three-month contract, first launched in 1989. Although it currently trades in Europe for only two hours a day, it has already become the second largest short-term interest rate futures contract in the world. Last year, 70,000 currency contracts were traded daily, almost half the volume of the much longer-established eurodollar. Keitaro Utsunomiya, Tiffe's chief secretary, says that the Japanese delegation will meet Liffe officials, before moving on for talks with their counterparts in Paris and Frankfurt, possibly to choose one of the exchanges as a partner in a joint venture. "In the long run, the exchange wishes to become more recognised by the non-Japanese investors and fund managers as one of the largest financial futures markets," says Utsunomiya. Liffe has now been warned.

CAROL LEONARD

Support for Virgin

Lawyers were said to be at the ready to scrutinise carefully tonight's *This Week* programme, entitled *Violating Virgin*. Richard Branson's well-aided complaints of a British Airways dirty tricks campaign, which he claims is an attempt to force him out of business finds support from a hitherto untapped source — that of Sir Freddie Laker. While Laker's advice is said to be to "sue the bastards", the British Airways camp is wondering if there is any irony in

ProShare repeats tax nostrums

From Mr Philip Chappell, CBE

Sir, ProShare is a splendid initiative, demonstrating full support at long last in the need for deeper, as well as wider, share ownership. It recognises the dangerous concentration of power that the existing system has generated, largely driven by tax distortions.

So it is sad that this general excellence should also be sullied by the old fashioned nostrums of looking for new tax incentives for the private investor. The way ahead is not by the so-called levelling-up of the complicated fiscal regime of mortgage relief, pension subsidy and such exotic instruments as BES and EZT: all these merely distort markets and provide unnecessary jobs for the Inland Revenue and the accountancy profession. The better way forward is for levelling-down, by first abolishing all these special interest concessions; by removing these privileges, on a

revenue-neutral basis, we could eliminate all higher rates of income tax and reduce the basic rate well below 20 per cent. Now there is true initiative, which not only reduces the influence of politicians but also wins the hearts and votes of all investors.

The so-called EXPEP regime, "Extended Personal Equity Plans", originally promoted by Bill Robinson, then at The Institute for Fiscal Studies, is the obvious broad solution. All forms of savings should be subsidised out of after-tax income, subject to a low but genuinely effective tax rate, and then allowed to accumulate free of income tax and gains tax.

So an end to special pleading, please; give a welcome instead to a lower level of playing field. Yours sincerely, PHILIP CHAPPELL, Association of Investment Trust Companies, 22 Frogna Lane, NW3.

Sound advice is often unpalatable

From D.H. Trathen

Sir, I am in complete agreement with the views expressed in Andrew Irvin's letter of February 24 concerning small businesses. Following my early retirement as a branch manager from one of our major clearing banks, I set up my own part-time business expressly to assist small companies and family-owned businesses by providing them with regular and up-to-date management information at a low cost. I would, however, point out a couple of factors that Mr Irvin has not mentioned. Firstly, in these days of the need for strict control of costs,

many companies are now reluctant to take on any new commitments, however low these may be.

Secondly, although advice can be proffered upon request, usually supported by actual performance figures, this can be ignored by the proprietors as being too unpalatable to accept and they continue in their existing ways, often with ultimately disastrous results.

Yours faithfully, D.H. TRATHEN, Davoria Enterprises, 7 Westmoor Road, Hinchley Wood, Esher, Surrey.

Change the rules on depreciation

From Professor Samuel Eilon

Sir, In examining possible measures to "kick start" the economy, the Chancellor may wish to consider the abolition of the current rules regarding capital allowances for depreciation of plant and machinery. It can be argued that the first-year allowance (generally 25 per cent of the purchase cost) followed by allowances in later years (25 per cent of written-down value) have outlived their usefulness and that companies should be allowed to decide for themselves at what rate to depreciate most plant and machinery, so that whatever is written off in any one year would be allowed against tax in that year. Needless to say, an adjustment would continue to be made to account for any terminal value, if it differs from the written-down value. Such a regime would simplify internal accounting procedures and could be a useful incentive to encourage companies to accelerate replacement schedules and to invest in modernising their facilities.

Yours faithfully, PROFESSOR SAMUEL EILON, Imperial College, Exhibition Road, SW7.

Vulgar Rollers

From Mr Edward Pool

Sir, Another present-day problem for Vickers to overcome is caused by the often perceived vulgarity of Rolls-Royce ownership.

I am Sir, Yours faithfully, EDWARD POOL, 20 Craven Cottages, Holland Road, W14.

Top-level briefing on women employees

From Lesley Abdela

Sir, I agree with much of the list in "Best Companies For Women", the new Pandora book by Scarlet McGwire. I have personally been impressed with the work of BP, Channel 4 TV, Unilever, Littlewoods, LWT, Sainsbury's and Marks and Spencer.

And certainly the Civil Service deserves its number one spot. I was given an extremely impressive briefing this month by the Cabinet Office's Second Permanent Secretary, Sir Peter Kemp.

He has invited me to return, probably in late April, with the directors and chair-

men of private corporations, so his office can pass on the most effective training methods and psychological insights his teams have developed.

I had a call today from John Moores Jr's office at Littlewoods to say he would be delighted to attend. Although numbers are clearly limited, I would be very pleased to hear from corporate chiefs who would like to attend, particularly those who have joined Opportunity 2000.

Yours faithfully, LESLEY ABDELA, The Lodge, Conock Manor, Wiltshire.

Falling off a bike

From Mr T. Hamilton-Jones

Sir, In the recent sale of BT shares I selected my "Share Shop", attracted by the idea of "Instant Share Dealing". However, when I came to sell my shares I encountered an obstacle which none of their advertisements had warned me about. I arrived half an hour before the branch was due to close and was told that the computer had just been disconnected —

and this despite the fact that the time, 4 o'clock, was well before the close of trading on the Stock Exchange.

So, I had wasted an hour and had my first experience ever of arriving at a bank before closing time and not being allowed to do the transaction I wanted to. As easy as falling off a bike?

Yours faithfully, THOMAS HAMILTON-JONES, 19 Preston Road, Upper Norwood, SE19.

THE TIMES

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No	Company	Group	Gain or Loss
1	Br Polythene	Industrial	
2	BAT	Tobacco	
3	De La Rue	Industrial	
4	Wimpey G	Building/Rds	
5	Pleas	Industrial	
6	Tomlinsons	Toiletries	
7	Br Airways	Transport	
8	Sherrwood Gp	Drapery/Sts	
9	Wolverhampton D	Breweries	
10	Nat West	Banking	
11	Alcon	Drapery/Sts	
12	Bowater	Industrial	
13	Crampin Hld	Industrial	
14	Waddington U	Paper/Print	
15	Norcos	Industrial	
16	Courtside	Industrial	
17	Fin Art Dev	Drapery/Sts	
18	RMC Gp	Building/Rds	
19	Metal Bullen	Newspaper/Pub	
20	Thomson	Foodstuffs	
21	Anglo Pk	Drapery/Sts	
22	Greene King	Breweries	
23	Harold Simon	Electrical	
24	Maudslays U	Building/Rds	
25	Reckitt Colm	Industrial	
26	Boots	Industrial	
27	Aldous	Foodstuffs	
28	Morison (W)	Foodstuffs	
29	Wolker	Industrial	
30	First Leisure	Leisure	
31	Wynn Water	Water	
32	Sar & New	Breweries	
33	Redland	Building/Rds	
34	Central TV	Leisure	
35	Whitman	Industrial	
36	Aeropace Eng	Industrial	
37	Unigate	Foodstuffs	
38	Burnham Castl	Oil, Gas	
39	Vodafone	Electrical	
40	BT	Electrical	
41	Peras	Drapery/Sts	
42	North West	Water	
43	ACT Group	Electrical	
44	Sunrise & Vine	Leisure	

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Weekly Dividend

Please make a note of your daily gain for the weekly dividend of £8,000 in Saturday's newspaper.

MON	TUE	WED	THU	FRI	SAT	TOTAL

There were no valid claims for the Portfolio Platinum prize yesterday. The £8,000 will be added to today's competition.

BANKS, DISCOUNT, HP

1991/92	High	Low	Company	Price	%	Yld	P/E
211	111.5	111.0	Barclays	111.5	+0.5	5.5	10.5
212	111.5	111.0	Barclays	111.5	+0.5	5.5	10.5
213	111.5	111.0	Barclays	111.5	+0.5	5.5	10.5
214	111.5	111.0	Barclays	111.5	+0.5	5.5	10.5
215	111.5	111.0	Barclays	111.5	+0.5	5.5	10.5
216	111.5	111.0	Barclays	111.5	+0.5	5.5	10.5
217	111.5	111.0	Barclays	111.5	+0.5	5.5	10.5
218	111.5	111.0	Barclays	111.5	+0.5	5.5	10.5
219	111.5	111.0	Barclays	111.5	+0.5	5.5	10.5
220	111.5	111.0	Barclays	111.5	+0.5	5.5	10.5

BREWERIES

1991/92	High	Low	Company	Price	%	Yld	P/E
221	111.5	111.0	Barclays	111.5	+0.5	5.5	10.5
222	111.5	111.0	Barclays	111.5	+0.5	5.5	10.5
223	111.5	111.0	Barclays	111.5	+0.5	5.5	10.5
224	111.5	111.0	Barclays	111.5	+0.5	5.5	10.5
225	111.5	111.0	Barclays	111.5	+0.5	5.5	10.5
226	111.5	111.0	Barclays	111.5	+0.5	5.5	10.5
227	111.5	111.0	Barclays	111.5	+0.5	5.5	10.5
228	111.5	111.0	Barclays	111.5	+0.5	5.5	10.5
229	111.5	111.0	Barclays	111.5	+0.5	5.5	10.5
230	111.5	111.0	Barclays	111.5	+0.5	5.5	10.5

BUILDING, ROADS

1991/92	High	Low	Company	Price	%	Yld	P/E
231	111.5	111.0	Barclays	111.5	+0.5	5.5	10.5
232	111.5	111.0	Barclays	111.5	+0.5	5.5	10.5
233	111.5	111.0	Barclays	111.5	+0.5	5.5	10.5
234	111.5	111.0	Barclays	111.5	+0.5	5.5	10.5
235	111.5	111.0	Barclays	111.5	+0.5	5.5	10.5
236	111.5	111.0	Barclays	111.5	+0.5	5.5	10.5
237	111.5	111.0	Barclays	111.5	+0.5	5.5	10.5
238	111.5	111.0	Barclays	111.5	+0.5	5.5	10.5
239	111.5	111.0	Barclays	111.5	+0.5	5.5	10.5
240	111.5	111.0	Barclays	111.5	+0.5	5.5	10.5

SHORTS (under 5 years)

1991/92	High	Low	Company	Price	%	Yld	P/E
241	111.5	111.0	Barclays	111.5	+0.5	5.5	10.5
242	111.5	111.0	Barclays	111.5	+0.5	5.5	10.5
243	111.5	111.0	Barclays	111.5	+0.5	5.5	10.5
244	111.5	111.0	Barclays	111.5	+0.5	5.5	10.5
245	111.5	111.0	Barclays	111.5	+0.5	5.5	10.5
246	111.5	111.0	Barclays	111.5	+0.5	5.5	10.5
247	111.5	111.0	Barclays	111.5	+0.5	5.5	10.5
248	111.5	111.0	Barclays	111.5	+0.5	5.5	10.5
249	111.5	111.0	Barclays	111.5	+0.5	5.5	10.5
250	111.5	111.0	Barclays	111.5	+0.5	5.5	10.5

MEDIUMS (5 to 15 years)

1991/92	High	Low	Company	Price	%	Yld	P/E
251	111.5	111.0	Barclays	111.5	+0.5	5.5	10.5
252	111.5	111.0	Barclays	111.5	+0.5	5.5	10.5
253	111.5	111.0	Barclays	111.5	+0.5	5.5	10.5
254	111.5	111.0	Barclays	111.5	+0.5	5.5	10.5
255	111.5	111.0	Barclays	111.5	+0.5	5.5	10.5
256	111.5	111.0	Barclays	111.5	+0.5	5.5	10.5
257	111.5	111.0	Barclays	111.5	+0.5	5.5	10.5
258	111.5	111.0	Barclays	111.5	+0.5	5.5	10.5
259	111.5	111.0	Barclays	111.5	+0.5	5.5	10.5
260	111.5	111.0	Barclays	111.5	+0.5	5.5	10.5

Prices make small gains

ACCOUNT DAYS: Dealings began February 24. Dealings end March 6. Settlement day March 9. Forward bargains are permitted on two previous business days. Prices recorded are at market close. Changes are calculated on the previous day's close, but adjustments are made when a stock is ex-dividend. Changes, yields and price/earnings ratios are based on middle prices.

1991/92	High	Low	Company	Price	%	Yld	P/E
261	111.5	111.0	Barclays	111.5	+0.5	5.5	10.5
262	111.5	111.0	Barclays	111.5	+0.5	5.5	10.5
263	111.5	111.0	Barclays	111.5	+0.5	5.5	10.5
264	111.5	111.0	Barclays	111.5	+0.5	5.5	10.5
265	111.5	111.0	Barclays	111.5	+0.5	5.5	10.5
266	111.5	111.0	Barclays	111.5	+0.5	5.5	10.5
267	111.5	111.0	Barclays	111.5	+0.5	5.5	10.5
268	111.5	111.0	Barclays	111.5	+0.5	5.5	10.5
269	111.5	111.0	Barclays	111.5	+0.5	5.5	10.5
270	111.5	111.0	Barclays	111.5	+0.5	5.5	10.5

1991/92	High	Low	Company	Price	%	Yld	P/E
271	111.5	111.0	Barclays	111.5	+0.5	5.5	10.5
272	111.5	111.0	Barclays	111.5	+0.5	5.5	10.5
273	111.5	111.0	Barclays	111.5	+0.5	5.5	10.5
274	111.5	111.0	Barclays	111.5	+0.5	5.5	10.5
275	111.5	111.0	Barclays	111.5	+0.5	5.5	10.5
276	111.5	111.0	Barclays	111.5	+0.5	5.5	10.5
277	111.5	111.0	Barclays	111.5	+0.5	5.5	10.5
278	111.5	111.0	Barclays	111.5	+0.5	5.5	10.5
279	111.5	111.0	Barclays	111.5	+0.5	5.5	10.5
280	111.5	111.0	Barclays	111.5	+0.5	5.5	10.5

1991/92	High	Low	Company	Price	%	Yld	P/E
281	111.5	111.0	Barclays	111.5	+0.5	5.5	10.5
282	111.5	111.0	Barclays	111.5	+0.5	5.5	10.5
283	111.5	111.0	Barclays	111.5	+0.5	5.5	10.5
284	111.5	111.0	Barclays	111.5	+0.5	5.5	10.5
285	111.5	111.0	Barclays	111.5	+0.5	5.5	10.5
286	111.5	111.0	Barclays	111.5	+0.5	5.5	10.5
287	111.5	111.0	Barclays	111.5	+0.5	5.5	10.5
288	111.5	111.0	Barclays	111.5	+0.5	5.5	10.5
289	111.5	111.0	Barclays	111.5	+0.5	5.5	10.5
290	111.5	111.0	Barclays	111.5	+0.5	5.5	10.5

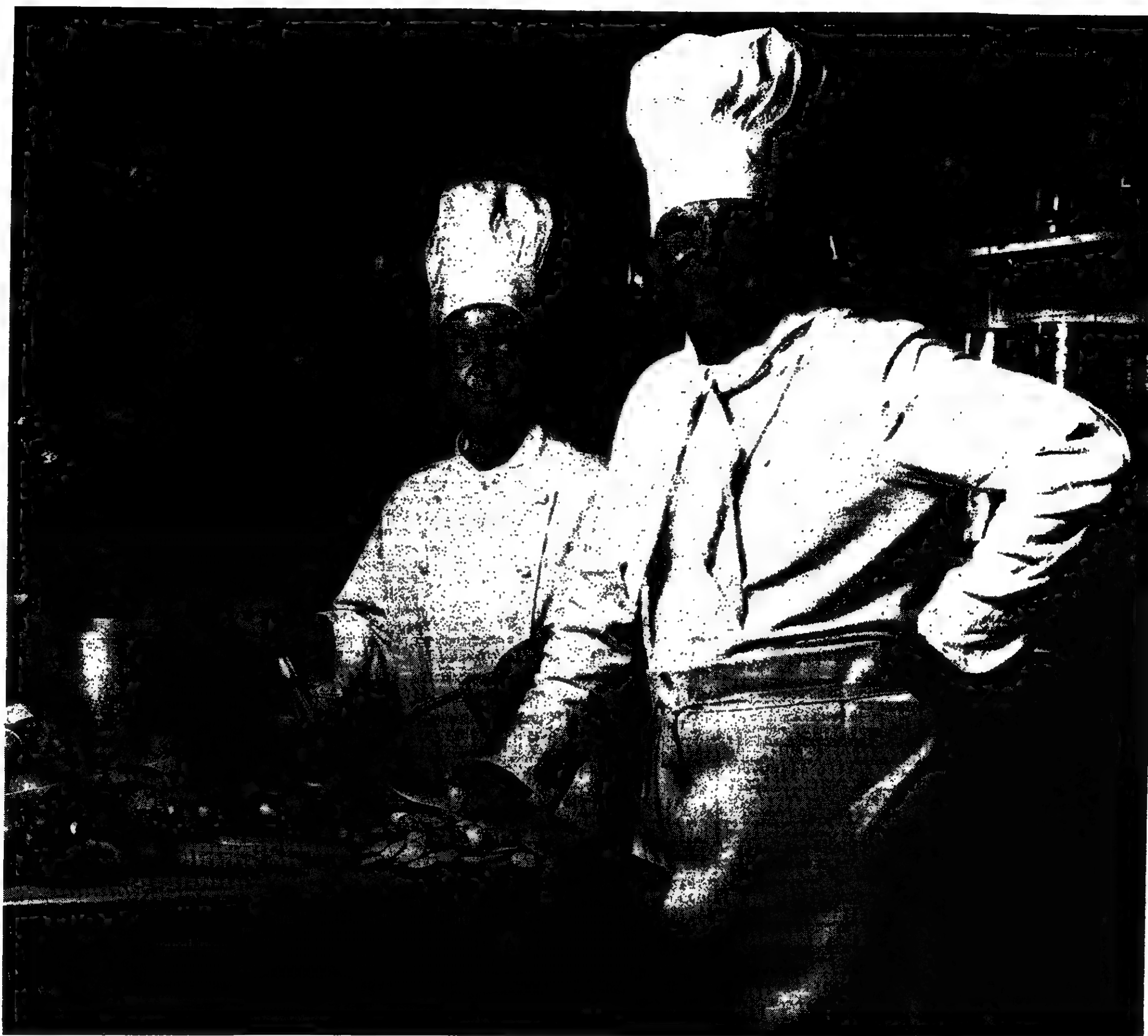
1991/92	High	Low	Company	Price	%	Yld	P/E
291	111.5	111.0	Barclays	111.5	+0.5	5.5	10.5
292	111.5	111.0	Barclays	111.5	+0.5	5.5	10.5
293	111.5	111.0	Barclays	111.5	+0.5	5.5	10.5
294	111.5	111.0	Barclays	111.5	+0.5	5.5	10.5
295	111.5	111.0	Barclays	111.5	+0.5	5.5	10.5
296	111.5	111.0	Barclays	111.5	+0.5	5.5	10.5
297	111.5	111.0	Barclays	111.5	+0.5	5.5	10.5
298	111.5	111.0	Barclays	111.5	+0.5	5.5	10.5
299	111.5	111.0	Barclays	111.5	+0.5	5.5	10.5
300	111.5	111.0	Barclays	111.5	+0.5	5.5	10.5

1991/92	High	Low	Company	Price	%	Yld	P/E
301	111.5	111.0	Barclays	111.5	+0.5	5.5	10.5
302	111.5	111.0	Barclays	111.5	+0.5	5.5	10.5
303	111.5	111.0	Barclays	111.5	+0.5	5.5	10.5
304	111.5	111.0	Barclays	111.5	+0.5	5.5	10.5
305	111.5	111.0	Barclays	111.5	+0.5	5.5	10.5
306	111.5	111.0	Barclays	111.5	+0.5	5.5	10.5
307	111.5	111.0	Barclays	111.5	+0.5	5.5	10.5
308	111.5	111.0	Barclays	111.5	+0.5	5.5	10.5
309	111.5	111.0	Barclays	111.5	+0.5	5.5	10.5
310	111.5	111.0	Barclays	111.5	+0.5	5.5	10.5

1991/92	High	Low	Company	Price	%	Yld	P/E
311	111.5	111.0	Barclays	111.5	+0.5	5.5	10.5
312	111.5	111.0	Barclays	111.5	+0.5	5.5	10.5
313	111.5	111.0	Barclays	111.5	+0.5	5.5	10.5
314	111.5	111.0	Barclays	111.5	+0.5	5.5	10.5
315	111.5	111.0	Barclays	111.5	+0.5	5.5	10.5
316	111.5	111.0	Barclays	111.5	+0.5	5.5	10.5
317	111.5	111.0	Barclays	111.5	+0.5	5.5	10.5
318	111.5	111.0	Barclays	111.5	+0.5	5.5	10.5
319	111.5	111.0	Barclays	111.5	+0.5	5.5	10.5
320	111.5	111.0	Barclays	111.5	+0.5	5.5	10.5

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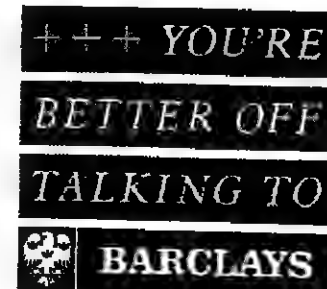
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Debate rages over audit and consultancy links

BY EDWARD FENNEL

“There is a deep complacency in some parts of the accounting profession about ethics”

Such a radical opinion coming from outside the Big Six tends to grate on the sensibilities of those who are currently steering the largest firms through difficult times. Colin Sharman and Bob Simm, respectively KPMG and PricewaterhouseCoopers partner-managers of accounting and management consultancy, said they resent what they regard as "misguided criticism."

marketing drive is a sense of urgency that is running through all the Big Six. Concern over market share inspired the recent round of mergers, and senior management have clear business targets to meet.

Whether these targets are compatible with professional ethics will continue to be a key issue.

Mr Aldous argues that

advice coordinated through a "lead partner" who oversees all the dealings with that client. On top of that, according to Mr. Simm, KPMG is becoming increasingly aware of the

marketing drive is a sense of urgency that is running through all the Big Six. Concern over market share inspired the recent round of mergers, and senior management have clear business targets to meet.

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Mr Aldous argues that

Building on established relationships: Bob Simm, of KPMG Peat Marwick

The business logic of combining consultancy with accountancy is that the skills developed to serve audit clients can also be put to good use elsewhere. Because so many consultancy clients are non-audit, this preserves the objectivity of the auditors.

So, this report advocates pushing it back. There are two points here. First, it wants a statement from the directors, which would make their legal responsibilities plain. That would be printed beside the auditors' report and would be flagged in the full directors' report. This would ensure that the truth and

● The author is Associate Editor of *Accountancy Age*.



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ROBERT
BRUCE

part of the Cadbury approach and its line of thought is expected to be mirrored in the final report.

The report is also another example in the long line of thought-provoking and practical research to come out of the Scots ICA. In many ways it is to the institute's advantage that it is not the biggest of the UK's many accountancy bodies. It suffers no pressure to be all-singing and all-dancing. It can choose its targets carefully and thoughtfully – and then hit them. When the institute holds its annual dinner tomorrow night it can be proud of that.

On partner accessibility, he contends there is now a corporate culture, at least in Price Waterhouse, to ensure partners spend more time with clients. But the Big Six's real strength stems from size

EDWARD FENNELL

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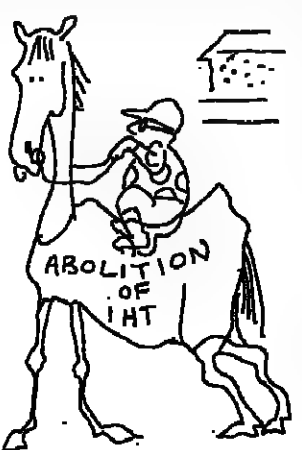
We also wish to recruit two Internal Auditors who will undertake assignments across a

JOHN LEWIS PARTNERSHIP

RETAIL is detail, so they say, and it was attention to the minutiae that won Sainsbury, the supermarket chain, the Annual Award for Published Accounts — larger company category — at the Guildhall yesterday. The awards are made by the Institutes of Chartered Accountants and the London Stock Exchange and they represent an important gesture towards popular capitalism by encouraging companies to make their annual accounts as accessible as possible to the non-specialist. Unfortunately, there aren't many sets of accounts these days that make particularly pleasant or cheerful reading. The clearer they are, the more fraught the experience. That is probably why no award has been made this year in the small company category. The institute in England and Wales said: "All the entries were much of a muddiness, there was nothing outstanding." This is another case, it would seem, of disappointment on the bottom line.

Budget tips

YOU pays your fees and you takes your choice. Coopers & Lybrand Deloitte's annual racecard of Budget tips, offering odds from 4-1 on, for no change in the higher rate of income tax, to 100-1 against, for the abolition of inheritance tax, displays more caution than at Price Waterhouse, which had earlier offered its top ten tips for budget changes. Apart from no change, which takes most



of the top slots, Coopers' favourites are for personal allowances to rise more than 4.5 per cent and, even more prosaically, for changes to group relief rules and capital allowances in enterprise zones. PW's shortlist is more daring, headed by a new 20 per cent lower income tax band and allowances to be transferable between husband and wife. It also features novelties such as tax relief on public transport to work, abolition of the road funding licence and a rise in the death tax threshold to £500,000. Accountants will certainly be busier on Budget night if PW is right – and wishful thinking stands a better chance of becoming reality during an election campaign.

Low profile

KATHLEEN O'Donovan, who moved from the BTR audit team at Ernst & Young last year to become finance director of the top twenty manufacturing conglomerate, has, not surprisingly, been placed on the shortlist

for the Veuve Clicquot businesswoman of the year award. Winning might not entirely please her, however. Miss O'Donovan may have changed the image of top company finance directors singlehandedly, but under the stern eye of fellow chartered accountant Sir Owen Green, BTR's chairman, she aims to maintain a low profile outside the company.

Charter chat

AUSTIN Mitchell, Labour's backbench scourge of accountants, seems intent on maintaining his far from private correspondence with the prime minister over the evils of the auditing profession — right up to election day. However, the Grimsby MP, whose broadsheets seem to have stiffened Labour's attachment to a statutory regulator for auditors, independent of the profession, is not quite up to date. His latest broadsheet wrongly states that he still believes the vice-president of the institute is not elected. But Mitchell's fish-nourished brain is still throwing up new ideas. His next missive to No 10, he claims, will include an offer to draft an audit clients' charter.

Ryder Cup transforms a golfer's ambition

Feherty is ready to go in search of a silver lining

BY MITCHELL PLATTS, GOLF CORRESPONDENT

TO MOST aspiring golfers, winning the Open Championship is the ultimate in the game but it is only now, after 16 years as a professional, that David Feherty regards it as an ambition.

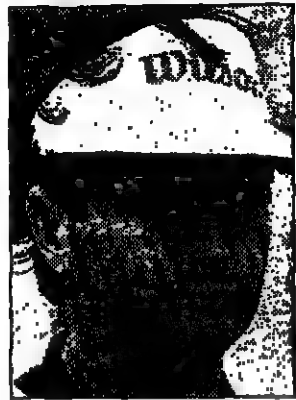
"It took me the best part of those 16 years to get into the Ryder Cup and playing against the Americans last year changed my philosophy," Feherty, aged 33, said. "In the past, if you offered me a million pounds or the Open title then I would have taken the money. Today, I would take the Open."

Feherty can point to the moment a piece of silverware became more important to him than the number of noughts at the end of his bank statement. It came at the 14th hole in the afternoon four-balls on the first day at Kiawah Island.

"I hit a metal wood, a magnificent shot if I say so myself, to eight feet behind the hole and made the putt for a two," Feherty said. "I was totally drained walking to the next tee and I thought to myself: 'We're not even playing for any money here, which is supposed to be why I play golf, and here I am, totally and physically exhausted.'"

"The point is, there is nothing like the Ryder Cup for bringing things home. I want to play in every one until I die. Money? It's still important because it's why I first came out here. But the Ryder Cup did something for me that I didn't think was possible. It renewed my enthusiasm for playing the game for the game's sake."

Feherty has emphasised that with a fine start to the season, which includes winning in South Africa and finishing joint third and joint fourth in the Dubai Desert Classic and the Australian Masters. It is why he is a favourite to win the Mediterranean Open, which starts at El Bosque, Valencia, today.



Feherty: new outlook

Olazábal aims to enjoy sweet spell

FROM MEL WEBB IN VALENCIA

THE two leading characters in the Mediterranean Open, which starts at El Bosque near here today, come in the tournament in vividly contrasting moods. José María Olazábal thinks he might have to shoot 12 under par to win, and fancies his chances of doing it. Ian Woosnam, on the other hand, says his own game is in such poor shape that he is much more likely to be 12 over come Sunday.

To Olazábal first. He says that his confidence is high following his victory in the Tenerife Open last week. He described his golf there as just about perfect, and since he is not a man given to hyperbole, he must be pretty happy.

Woosnam, in contrasting fashion, is just about as an-

noyed with his form as it is possible to be.

It all stems, apparently, from his putting. His right hand is coming into the stroke too much, and he is pulling the ball to the left. The more he tries to straighten it, the worse it gets, and if the putting is wrong, everything else goes out of the window as well. He is not, it is fair to say, a happy man.

The Welshman is defending the title he has won in the two years it has been staged. If he were to win here, it would be the first time since the 1950s a European tournament has been won three years in succession by the same player. If Woosnam is to be believed, it is not likely to happen. We shall see.

Yet only five years ago not even his razor-sharp humour, for which he is renowned, could camouflage his worries. "I was working extremely hard and getting nothing for it," he said. "You go through all sorts of stages where you get bitter and twisted."

"I see it in other players now and I see it in myself from time to time. Then the warning bells go off. Why me? The head goes down and all the rest. Well the answer is because you're a fool for thinking that in the first place."

Feherty now has a positive outlook for which he gives credit to Alan Fine, a sports psychologist. "He forced me to grow up," Feherty said. "I have him to thank as well as Bob Torrance for teaching me to score well when playing badly, and Chris Mitchell, my manager."

Even so, he hopes a partnership with David Jones — together they have formed Handmade Design — will generate the kind of courses of which they can be proud. The company has projects under way in Ireland, Turkey and Cornwall.

"I think there is an aching void to be filled with golf courses that ordinary people can play but which are still challenging for the top players," Feherty said. "And I don't see anyone building them, with the possible exception of Gary Player."

Feherty wants to take advantage of being able to play more in the United States by virtue of finishing joint seventh in the US PGA Championship last year. "I'm really looking forward to the Masters at Augusta," he said. "I hope to play eight or nine tournaments in America, although the most satisfying thing is that I will be up in all four majors."

"I'd certainly like to win one. But there is a balance between how good you want to be and how much you want to sacrifice to get there. I want to see my family, I want to have my friends and I want to get drunk every now and then. And I want to build golf courses."

"I'm not saying I don't want to be No. 1. But I really don't think that I can justify spending the amount of time it takes or, for that matter, being nasty to the amount of people it takes."



Following the sun: Judy Simpson soaks up the atmosphere of the Australian Institute of Sport, where she did her winter training

The art of blending science and sport

BY ANDREW LONGMORE

TO some, it is simply the "gold medal factory", the antithesis of the great Australian sporting tradition which holds that champions are born, not made. To others, it is the future of sport, the ultimate fusion of brain and brawn, of science and sport, the hottest sporting greenhouse in the world. Nothing concentrates the Australian sporting mind like the 160 acres of Canberra farmland that is home for the Australian Institute of Sport (AIS).

Established in 1981 by the government of Malcolm Fraser after Australia's goldless Olympics in Montreal five years earlier, the AIS has taken a long time to win public acceptance. Even now, a poor showing by the Australian Olympic team in Barcelona would be certain to provoke renewed outcries from the taxpayers, who fund the institute with £9 million a year.

On the other hand, should Simon Doyle, Australia's world-class 1,500 metres runner, the men's hockey team, or even the gymnastics team bring home the gold, the AIS can claim its elitist policy is working.

At the Commonwealth Games in Auckland, over half the Australian team were former or present insti-

tute athletes, and among them they won 49 medals, which prompted a cry of "good investment" from the then prime minister, Bob Hawke. Such praise is greeted with caution by the man with the most famous moustache in athletics, Rob De Castella, the fourth director of the AIS. As a biophysicist, he was involved in the project from when the science laboratory, now widely regarded as the most advanced in the world, was no more than a few beautifully carpeted empty rooms.

"I think we are now recognised internationally, but whether we like it or not, we will be judged by our performance in international competition and every athlete here has to be aware that he is spending the taxpayer's dollars," De Castella said.

The athletes are understandably sensitive to criticism of the AIS as nothing more than a welfare-state pleasure dome, but equally they understand the dangers of overprotection and overprovision. Each residential student has to do 15 hours a week studying or working; the rest is devoted to sport.

"It's far easier to train here than it is at home, and it's very inspiring having other athletes around you," Emma Gleeson, a netball scholar, said. "But it can be

a very unrealistic world. We don't have to pay for anything and that can lead to a security which some need, others take advantage of. I think one year is about enough." Some, though, stay for six.

Wise, the institute has tried to distance itself from the image of the "gold medal factory", with all its connotations of eastern bloc chemistry (borne out by allegations of drug-taking made by former institute athletes in 1987), and from the policy of centralisation that caused so much hostility and suspicion in the early days. Besides Canberra, the institute now uses Brisbane, Adelaide, Perth and Tasmania as residential centres for different sports. A series of satellite institutes, funded by state, not federal, government, is being set up in state capitals.

The philosophy of the AIS is evolving, too. "When we

were first set up, nothing but the colour of the medal mattered," De Castella said. "Now it is much more of a cultural thing. We want our athletes to go back into the community and set standards and attitudes. Hard work, dedication, national pride, all the philosophical things governments like to promote. They should be setting examples and producing the next generation of athletes."

Recently, the institute started a programme of life skills to prepare elite athletes for such a missionary role. The change partly reflects the influence of the Australian Sports Commission, Australia's equivalent to the Sports Council, which was set up to co-ordinate a national policy for sport and to take control of the AIS.

It will be a sobering thought for Britain, the defending Olympic hockey champions, to know that by

the time they take the field in Barcelona, the Australian team members will have been training together for the best part of six months, thanks to grants from the AIS. Four members of the triumphant rugby team — Phil Kearns, Jason Little, Tim Horan and John Eales — were institute students, but the whole squad benefited from the meticulous approach of the AIS. "We were highly committed to winning the World Cup for two years before," Jim Ferguson, the executive director of the ASC, said.

The institute has also had considerable success with its programme of talent identification, which selects athletes on the grounds of scientific tests, not previous experience. The four girls who won gold for Australia at the world junior rowing championships had never rowed before they were chosen for the programme.

"There is no doubt that you are on the cutting edge of sports science here," Judy Simpson, the British heptathlete, who spent three months at the AIS this winter, said. "The medical care is second to none and because all the facilities are on the spot, you can plan, execute and complete all your training in one place. It's a wonderful environment."

The Australian Institute of Sport (AIS) opened in Canberra in 1981 with eight sports: basketball, gymnastics, netball, football, swimming, tennis, athletics and weightlifting. It now involves 18 sports based in five centres. Facilities at the AIS site in Canberra include: national outdoor stadium (capacity 25,000), athletics field, a sports science and medicine laboratory, an Olympic swimming pool, a tennis

complex, a national indoor sports centre (capacity 3,500), synthetic hockey and grass football pitches, a gymnastics centre, weight-training room and hall of residence. The institute caters for 500 students a year, on scholarships or grants. Residential scholars' stipends range from £8,000 to £10,000. In 1989 the institute came under the control of the Australian Sports Commission, with a budget of £29 million a year.

SPORTS LETTERS

Consistency needed in rugby refereeing

FROM DR J. B. EVANS

Sir, The home rugby unions should do all they can to help the French regain their composure after the events at Parc des Princes. The alternative is to cancel fixtures as happened in the 1930s.

An important way to help would be to have referees who speak French fluently, with an ability to converse rather than just to issue commands. Clive Norling and many other top referees talk to the players and this makes for understanding and helps to maintain the spirit of the game.

You reported (February 18) that a South African will referee France's last two internationals this season. It seems absurd to give one country the same referee twice in consecutive matches. Should Mr Burger's southern hemisphere interpretation upset the French, it will not help that he will be refereeing them again a fortnight later.

Following the foul play with

which Stephen Hilditch had to deal in the match against England, it would have been inflammatory for him to referee France again two weeks later. Let us hope that Mr Burger is not placed in a similar position.

Yours faithfully,
J. B. EVANS,
Orchard Hill,
Cross Oak Road,
Berkhamsted, Hertfordshire.

From Le Comte de Saitly Candau
Sir, In this small village, we have no English newspapers, but I saw on television the rude things some English newspapers wrote about the match between France and England.

I agree our French team was unfair, nasty, hateful on that Saturday, but we say in French: don't look for a piece of straw in someone's eye when you have a log in yours.

Of course, our rugby players have been severely punished. I think they should not be allowed to play rugby for

the rest of their lives. I myself played for 20 years, then became a referee. Refereeing is such an awful job in France, I preferred returning to a team and played with "veterans" until I was 50 years old.

I am quite ashamed after seeing what happened and I apologise for what they did. But there is no reason for some of you to be so rude. France is not responsible for two or three nasty boys.

Yours sincerely,
DE SAILLY CANDAU,
Mont Selaige,
71170 Saint Ignace de Roche, France.

From Mr Robert Cowan
Sir, Professor Clayton (January 30) expresses alarm about the increase in violence on the rugby field. He quoted a few case histories and the apparent indifference of the game's administrators.

We have at last had in Paris a referee who had the extreme courage to take unpleasant but necessary decisions. He seems to have had the support he deserves, even if somewhat grudgingly from the French.

Howls from some quarters about the disgrace to French rugby and the need to clean up their game are true enough, but miss the point that the malaise is not confined to the French, who just happen to suffer the effects of a long overdue reaction. There are players in other five nations teams in games this year who could well have been disciplined if desirable standards had been imposed.

It is to be hoped that Mr Hilditch has set an example that will be followed and supported, so that players in all countries and at all levels will know exactly what will follow if they descend to the practices that have recently marked the game.

Yours truly,
ROBERT COWAN,
Rake House,
Burton-in-Wirral,
Cheshire.

Downward incline

FROM MR PETER NUORTO

Sir, I was bitterly disappointed with the Winter Olympics. Talk about downhill all the way.

The blue ribbon event of the summer Games, the 1,500 metres, takes place on the last day of track competition, but the winter Games started with the men's downhill. The magnificent three ski jumping events were also crammed into the first week.

I realise that the Games must end on time and that there are prevailing snow conditions, but what an anticlimax — unless the expected success of "The Red Machine" in ice hockey is your idea of heaven.

Yours faithfully,
P. NUORTO,
27 Beatrice Avenue,
Norbury, SW16.

Sound planning

FROM MR MARK L. SHORE

Sir, I was astonished by the reaction of your Football Correspondent, Stuart Jones, to the team picked by Graham Taylor to play France (reports, February 19 and 20).

The choice of team, and the reasoning behind the choice, looked like a good example of sensible forward planning.

The placing of Gary Lineker on the substitutes' bench was a part of that planning and, far from being an "extraordinary omission", I would say that it was Jones's reaction which was "extraordinary".

Yours faithfully,
MARK L. SHORE,
73 Woodburn Manor Park,
Woodburn,
High Wycombe,
Buckinghamshire.

Sports Letters may be sent by fax to 071-782 5046. They should include a daytime telephone number.

Cricket viewers let down

FROM MR PETER HERRIDGE

Sir, Does someone at the BBC hate cricket? I thought the writing was on the wall during the recent Test series in New Zealand when highlights of the games were screened at 5pm, meaning that working people like myself couldn't watch.

This, of course, pales into insignificance compared with the decision to leave BSkyB to walk away with the sole rights to screening the World Cup. With England fielding probably its strongest ever one-day side, I and millions of others are denied the opportunity of witnessing this event. We can watch a whole gamut of obscure events in the Winter Olympics; we can even see the American football Super Bowl live (on Channel 4).

What we are experiencing is that well-known Thatcherite "freedom of choice", which we were assured that satellite television would bring. I have the freedom of choice either to pay £250 and erect an unsightly appendage to the outside of the building, or not to watch it.

In the 1987 World Cup I had the freedom to simply switch on my television and watch it. All this in a country where the prime minister is a self-proclaimed cricket fan. In John Major's austere and recession-ridden Britain, I suppose we are meant to huddle around the wireless and dream of the good old days. The citizen's charter clearly doesn't extend to the world of cricket.

Yours faithfully,
PETER HERRIDGE,
32 Cave Court,
Wilder Street,
Bristol 2.

Better service

FROM MR KARI PIKE

Sir, Your Tennis Correspondent (February 24) raises, yet again, the problem of how to deal with the source of tennis matches that are ruled, and some would say ruined, by the service ace.

There must surely be some vested interest here that I for one cannot fathom, so obvious and simple is the answer: do away with the second service.

The risk of losing a point for a very fast service would then be not worth the taking, and, if it was, the inaccurate server would very soon learn his lesson.

Yours etc.,
K. B. PIKE,
534 High Road,
Leyton, E10.

The resulting slowdown in the service would surely lead to many more rallies and greater spectator appeal.

A deeper service line for men would also make mixed doubles more enjoyable in the amateur game.

Yours sincerely,
TIMOTHY KIDD,
Burch's,
Sheepwash Lane,
Lavant,
Chichester,
West Sussex.

No contact

FROM MR JULIAN IRVING

Sir, I refer to the Sport on Television review (February 19) and suggest the following — in addition to an American footballer — as having a career in sport and never touching the ball: a midfield player for Cambridge United.

Yours faithfully,
J. IRVING,
16 Arden Road,
Dorridge,
Solihull,
West Midlands.

SQUASH RACKETS

Harris pays price for inconsistency

FROM COLIN MCQUILLAN IN MADRID

THE inconsistency that has dogged Del Harris, the England No. 4, through the past couple of seasons, surfaced with a vengeance again in the Spanish Open championship here yesterday when he lost 15-11, 15-10, 15-7 in the first round to Anthony Hill, of Australia, a player he might have assumed he left behind four years ago in the world junior final in Edinburgh.

Hill was the surprise package of that world junior championship, leading Australia to the team title and extending Harris, the favourite for the individual championship, to the full five games.

While the tall Essex player prospered in his first seasons on the senior circuit, swiftly reaching the world top ten and developing an enviable commercial package, the Australian virtually disappeared into the endlessly demanding qualifying tournaments that preceded every big world tour event.

Hill now ranks twentieth in the world, only eight places behind Harris. Harris, frequent immediate entry to main draws such as this and is respected as a calculating shotmaker capable of testing the best on his day.

Certainly the examination he made here of Harris's

court coverage and competitive will was too severe by far.

"There were times when Del seemed to be hiring the sort of level he managed when beating Ross Norman and showing well against Rod Martin in the Welsh Classic last week," Hill said. "But then he would go for some cheap shot and let me back into the rallies."

The two have met only once since that 1988 junior final — in Malaysia two years ago when Harris won in four games. "I guess I have improved," Hill said. "But he wanted to win more than I."

Other English players seemed similarly lethargic against Australians in yesterday's early session. Stephen Meads lost in straight games to Tristan Nancarrow and Mark Cairns failed similarly against Rodney Eyles.

Only Bryan Beeson, the former England captain, progressed to the second round with a 15-12, 15-8, 15-6 win over Philip Larmer, an Australian qualifier.

RESULTS: First round: Jonathan Ais (England) 15-12, 15-12, 15-12; B Beeson (Eng) 15-12, 15-12, 15-12; P Larmer (Aus) 15-12, 15-8, 15-6; R Eyles (Aus) 15-12, 15-12, 15-12; T Nancarrow (Aus) 15-12, 15-12, 15-12; S Meads (Eng) 15-12, 15-12, 15-12; M Cairns (Aus) 15-12, 15-12, 15-12; D Harris (Eng) 15-11, 15-10, 15-7.

FOOTBALL

7.30 (live) started

PONTING CENTRAL LEAGUE: First division: Sunderland v Sharnford (7.30). Nottm Forest v Manchester City (7.0). Second division: Middlesbrough v Mansfield (7.0).

NEVILLE OVERSEAS COMBINATION: Walsley v Tottenham: Walsley v Oxford Utd.

HARP LASER FAI CUP: First round, second replay: Derby City v Sgo Rangers.

RUGBY LEAGUE

STONES BITTER CHAMPIONSHIP: Second division: Swindon v London Crusaders.

FLACADEMY: First division: Bradford v Halifax (7.30). Academy Challenge Cup: (8.0).

First-round replay: Leeds v Warrington (8.0).

OTHER SPORT

BOWLS: World indoor championships (Gold Hall, Farnham).

BOXING: British and Commonwealth (Liverpool) v Tony McKenna (Lancaster) (at Everton SC). European cruiserweight title: Dennis Andrieu (France) v Alan Tate (Ireland) (Bournemouth, Dorset).

SHOOTING: British Open (Derby).

TENNIS: LTA men's indoor satellite tournament (Croydon).

South Africans make a stunning World Cup debut by humbling the favourites under the Sydney floodlights

Australians left in disarray by an unexpected defeat

FROM ALAN LEE
CRICKET CORRESPONDENT
IN SYDNEY

THIS was a night of implausible deeds, a night that could not honestly have been foreseen by either the most pessimistic Australian or the most romantic South African. It was a night to throw the World Cup into turmoil as the favourites faced up to the unthinkable threat of elimination.

South Africa had been hinting, during weeks of endless preliminaries, that they were no longer the gullible innocents abroad. Allan Border had noted as much, and had even remarked on it. But last night, to the astonishment of almost 40,000 people at the Sydney Cricket Ground, the hint became an emphatic statement.

Australia were beaten by nine wickets, with 13 balls to spare. It was their second successive defeat in the first five days of the competition and it dismayed them even more than the local embarrassment of losing to New Zealand.

Incredible to relate, the world champions did not compete. They made a patently inadequate score of 170, against tigerish South African overhauls, and their attempt to defend it was woeful. Long before the end, the crowd had begun streaming disconsolately away. Had they stayed, they would have witnessed emotional scenes on the South African balcony as victory was secured by Kepler Wessels, now South Africa's captain but from 1982 until 1986 Australia's opener.

Wessels is a cricketer's cricketer. You can add to his two countries, four South African provinces, one Australian state and an English county. At each of them, he has been an unsmiling introvert, a hugely improbable leader of men. But, having been controversially installed to replace the banished Clive Rice, Wessels has indicated tactical

	P	W	L	T	NR	Pts	Run
New Zealand	2	0	0	0	0	4.00	44.00
England	1	1	0	0	0	2.50	24.75
West Indies	1	1	0	0	0	2.50	24.75
Sri Lanka	1	1	0	0	0	2.50	24.75
South Africa	1	1	0	0	0	2.50	24.75
Zimbabwe	1	1	0	0	0	2.50	24.75
India	1	1	0	0	0	2.50	24.75
Pakistan	1	1	0	0	0	2.50	24.75
Australia	1	1	0	0	0	2.50	24.75
Kenya	1	1	0	0	0	2.50	24.75
Uganda	1	1	0	0	0	2.50	24.75
Zimbabwe	1	1	0	0	0	2.50	24.75

Top four teams qualify for semi-finals.
TODAY'S MATCHES (all times GMT): Today: England v West Indies (Melbourne, 03.30); Sri Lanka v South Africa (Sydney, 04.30); India v Sri Lanka (Sydney, 22.00). Tomorrow: New Zealand v South Africa (Auckland, 21.30); West Indies v Zimbabwe (Brisbane, 22.00).

and motivational depth. Thus far, the maligned selectors are vindicated.

South Africa's run-chase was always likely to depend heavily on him and his response was typically stoical. He was unbeaten with 81, made the winning hit himself and was heartily congratulated by his old team-mates.

It had to be his happiest day and, if his expression refused to confirm it, his words eventually did. In a speech reminiscent of an Oscar acceptance he thanked everyone in sight and then, as a highly religious man, publicly thanked God for making it possible.

At the other end of the old pavilion, a perplexed Border was seeking divine guidance on his own situation.

"It's all gone haywire," he said.

Wessels is a cricketer's cricketer. You can add to his two countries, four South African provinces, one Australian state and an English county. At each of them, he has been an unsmiling introvert, a hugely improbable leader of men. But, having been controversially installed to replace the banished Clive Rice, Wessels has indicated tactical

said. "I just wish I could explain it. We are in a major trough and we've got a lot of soul-searching to do, very quickly, because it will take a big turnaround in our form for us to even qualify from here."

This was not dramatising the crisis. Border, like most of the captains, believes he needs five wins out of eight for a place in the last four. By that reckoning, he must now win five out of six, a mountainous task on yesterday's form.

The sharpest thrusts of the captain's criticisms were aimed at Australia's flawed middle-order, himself included. After he had won the toss, stayed contentiously loyal to his policy of batting first and seen Marsh given not out when he looked to have thick-edged Allan Donald's opening delivery, Border was happy enough with the start of 42 from ten overs.

But from the moment when the form player, Boon, was run out, the innings was derailed. South Africa's nerves settled, bowled tightly, none more so than Snell, and fielded as we always remembered them in the distant past, rather than as they had done in India in November.

Kuiper, a potentially vulnerable bowler, instead dislodged the struggling Marsh and then bowled Border. First ball, through a casual shot, Donald, much the fastest bowler in the competition, returned, fired up, and took three wickets before Jonty Rhodes, who may be the best cover fielder in the world at 22, thrillingly ran out McDermott.

Australia did not have enough runs. They also did not have their wicketkeeper. Heavily injured a hamstring while batting, Boon took over and dropped Wessels, when he was 23. But, as Border later confessed, the bowling was so untidy and the fielding so remarkably sloppy that it probably made no difference.

South Africa, their two key batsmen at the helm, won in a canter and, however much Australia contributed to their own downfall, the newcomers can no longer be lightly dismissed.

Allan Lamb, the England batsman, who is hoping to return against Pakistan in Adelaide on Sunday, after hamstring injury, had a successful net session yesterday.

Diary, page 12
S Africa celebrates, page 10



At full throttle: Donald, the South African fast bowler, who played an important role with three wickets

Slow men prove their worth

FROM JOHN WOODCOCK
IN AUCKLAND

IN THE three World Cup matches played so far in New Zealand, the spinners have drawn favourable attention to themselves. Patel, of New Zealand, Traicos, of Zimbabwe, and Kalpage, of Sri Lanka, bowl off breaks.

Anurasi, another Sri Lankan, is a slow, orthodox left-arm. Allan Border admitted after last Saturday's match in

Auckland that New Zealand had pulled off something of a tactical coup by opening their bowling with Patel.

At New Plymouth on Sunday, Traicos put in ten overs for 33 runs for Zimbabwe in a match in which the faster bowlers of both sides were going, on average, for eight runs an over; and at Hamilton on Tuesday, Sri Lanka were kept in the game by Anurasi and Kalpage.

The look of consternation on the faces of Boon and

Marsh when it dawned on them that, for once, the game was not going to be played by numbers, was a sight to behold.

Patel's contribution had much to do with New Zealand's victory, while, at the age of 44 Traicos is probably the best, left-hander in the game. Anurasi is the type of bowler on whom India and Ceylon (as they then were) built their cricketing reputation. Kalpage is not, in fact, much rated as a bowler; but

he was still a lot more effective on a slow pitch, with the ball turning, than several ordinary medium-paceers.

I am not denying that the most effective attacks are based on speed. They generally have been, and no doubt usually will be. In certain conditions the run-of-the-mill seamer will do a job as economically, very often more so, than a top-class spinner, or even the best of fast bowlers. India's victory over West Indies in the final of the 1983 World Cup provided, to some extent, an example of that.

But in the long term it was, I believe, a bad thing for Indian cricket that they won the World Cup without the need for spin. The game has never been the same in India since — or, arguably, as healthy. On the maidens of Calcutta and Bombay, budding Bedis and would-be Chandrasekhars have been replaced by mini-trundlers.

With another good spinner in their side against New Zealand Sri Lanka might well have won that match. They would have had the satisfaction, too, of being true to themselves rather than slaves to conformity.

Injuries keep A team waiting

Hamilton, Bermuda: There has been no escape from the (irritating strains and mishaps that plague this tour. In spite of the extensive training England A undertook before they set out (Richard Streeton writes).

After Moxon's bad luck at the weekend, Stephenson, Cork and Johnson suffered minor injuries on Tuesday when they beat a Select XI to gain their third consecutive win. England complete their programme in Bermuda today against the Devonshire

Recreation Club, the champions of the local league, and will not finalise their team until it is known who is available.

Stephenson strained his side while bowling and it would seem unnecessary to risk aggravating the injury. He is the nearest thing to an all-rounder in this England party, though both Cork and Croft, in the long term, have the ambition and the ability to develop their batting on a par with their bowling.

Cork also needs rest; after

straining a back muscle, a disappointing setback for a conscientious young man who has worked hard in the nets and improved his control of line and length, after a slower average run.

Johnson, bruised a thumb as he took a good catch and deep-squre leg. He is one of several middle-order players who have not yet had the opportunity to play a long innings. England plan to reshuffle their batting order against Devonshire to deal with this problem.

BOWLS

Schuback survives longest match

BY DAVID RHYS JONES

IAN Schuback, from Australia, the runner-up for the past two years, won the longest match in the history of the world indoor championships, taking four hours and forty minutes and needing five sets to defeat David Holt.

Holt, from Blackpool, and with the large local support behind him took the opening set 7-3 but the Australian required just three ends to complete a 7-0 whitewash in the second to square the match.

The third went to 12 ends before Schuback edged in front again thanks to singles on each of the last three ends, but Holt took the fourth set 7-3 to force a decider.

The deciding set turned into a tense battle and Schuback edged ahead 6-5 with a single on the ninth end. Then Holt missed his big chance to secure victory. Lying the two shots he needed for victory, Schuback then removed one with his final delivery but left Holt some four feet to add the match winning shot.

Disappointingly however for the English international he dropped short with his last delivery and a relieved Schuback took shot on the next end to win 3-7, 7-0, 7-6, 2-7, 2-6. "That's got to rate as one of my best ever performances and it's certainly the best and hardest match I've played in" said Schuback.

YACHTING

Defenders' spy tactics bridge limit

San Diego: A meeting of America's Cup challenger and defender syndicates here yesterday agreed, with one dissenter, that surveillance being carried out by the America's defence syndicate went beyond accepted levels (Bob Ross writes).

The dissenter, America's, represented by its executive vice-president, Vincent Meyerstrom, did not deny it had sophisticated data-gathering equipment but did not agree it went beyond accepted practice.

Iain Murray, head of the Spirit of Australia syndicate, among others, has alleged that America's has installed underwater cameras and equipment capable of reading the yacht's performance instruments, on board a power cruiser called Guzzini.

HOCKEY

Leistra puts an end to British medal hopes

Netherlands.....4
Great Britain.....1

FROM SYDNEY PRESS
IN KARACHI

GREAT Britain's hopes of reaching the play-offs for a medal disappeared here yesterday in an extraordinary match during which two men carved out a Dutch victory in the Champions Trophy.

Floris Bovelander converted three short corners in a row and Frank Leistra rescued the Dutch during a period of British dominance in the second half with some incredible saves. It was a sad day for the British team, which played its heart out.

Whereas the Dutch capitalised on short corners, Britain did not. Norman Hughes, the British coach, said: "The percentage that we stopped was too low. If they are not put out accurately, the guy making the stop is picking up the pieces."

"We have played, all the hockey and we are losing. We should have come off the field

with three goals for all our chances."

This was true particularly of the second half, when the Dutch were pinned in their own area but Britain were frustrated by Leistra.

After Bovelander converted two short corners, Cliff scored for Britain from a mix-up in the Dutch defence. But Bovelander put the Dutch 3-1 ahead in the 42nd minute and in the last minute Weterings, a substitute, scored from Marc Delissen's pass. Britain will now play for fifth place with France tomorrow. Today is a rest day.

NETHERLANDS: F. Leistra, F. Bovelander, W. van der Grinten, M. Delissen (captain), J. Bovenhuis, M. Gertsen, D. Weterings, S. Nieuwenhuis (sub: J. Leistra), R. Thompson (sub: R. Garcia), R. van der Grinten.

GREAT BRITAIN: S. Rowlands, S. Smith, P. Bolland, J. Potter, J. Lister, M. Gertsen, D. Weterings, S. Nieuwenhuis (sub: J. Leistra), R. Thompson (sub: R. Garcia), R. van der Grinten.

OTHER RESULTS: Australia 5, France 1; Pakistan 3, Germany 4.

	T	P	D	L	F	A	Pts
Australia	5	4	0	1	2	1	8
Germany	4	4	0	1	3	8	8
Pakistan	3	0	2	1	6	6	6
Netherlands	3	0	2	1	8	6	6
Great Britain	1	0	4	9	14	2	0
France	1	0	0	8	4	27	0

SNOW REPORTS

	Depth (cm)	Conditions	Runs to resort	Weather	Temp (°C)	Last snow fall
FRANCE						
Arles	136	185	good	open	fine	17/2
Flaine	85	230	good	open	fine	17/2
La Plagne	30	180	good	open	cloudy	17/2
Tignes	130	185	good	open	cloudy	17/2
Val Thorens	120	180	good	open	fine	17/2
AUSTRIA						
Brand	50	200	good	open	cloudy	18/2
Igls	20	120	good	open	sunny	18/2
Kitzbühel	55	140	good	open	cloudy	22/2
Schladau	45	120	good	open	cloudy	23/2
Zell am See	80	180	good	open	fine	17/2
ITALY						
Courmayeur	30	115	fair	some rain	+8C	18/2
Livigno	75	120	good	open	cloudy	17/2
Saas d'Aud	40	80	good	open	cloudy	17/2
SWITZERLAND						
Arosa	120	130	good	open	cloudy	18/2
Davos	130	200	good	open	cloudy	19/2
Gstaad	45	115	good	open	sunny	17/2
Zermatt	60	170	good	open	sunny	17/2

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Oriel's restoration spurred by death

BY OUR SPORTS STAFF

Oriel's return to the top of the men's first division of Oxford University torpedoes yesterday was marred by the death of John Hebbes the previous day.

Oriel decided to row only after a lengthy meeting, and once on the river, were down Christ Church, and made the bump 50 yards from the finish. They were tipped to catch

Christ Church and Hebbes's death made the crew all the more determined. The other bump in the division was by Magdalen on St Catherine's.

In the women's top division, the expected challenge by Oriel House on Somerville never materialised. Somerville pulled away from the start, and there were three clear lengths between the crews as they passed the University boat house.

At Cambridge, Trinity Hall rowed over as head boat on the first day of the Lent bumps. Hall watched their pursuers Downing succumb to Jesus in the long reach instead of bumping them.

Lady Margaret became the new head boat in the women's division, but had to chase their rivals, Emmanuel, to the White House before victory was theirs.

In the second division, Robinson gave themselves a harder task by choosing to overtake Jesus II in the long reach instead of bumping them.

Lady Margaret became the new head boat in the women's division, but had to chase their rivals, Emmanuel, to the White House before victory was theirs.

Carrman dies, page 1

RESULTS AND ORDER OF ROWING

Oxford	Today's starting order	Cambridge	Today's starting order
Men	Men	Men	Men
FIRST DIVISION: Oriel bpd Christ Church; Magdalen bpd St Catherine's.	FIRST DIVISION: Oriel Christ Church; Magdalen bpd St Catherine's.	FIRST DIVISION: Jesus bpd Downing; Pembroke bpd LMBC Church; St Edmund bpd LMBC.	FIRST DIVISION: Trinity Hall, Jesus, Downing, Pembroke, LMBC, Jesus, 1st and 3rd Trinity, Church, Selwyn, Corpus Christi, Magdalen, Clare, Christ's, Fitzwilliam, LMBC II.
SECOND DIVISION: Hertford Worcester; Kettle, Wolfson, Lincoln, St John's Jesus, Wadham Trinity, St Peter's.	SECOND DIVISION: Hertford Worcester; Kettle, Wolfson, Lincoln, St John's Jesus, Wadham Trinity, St Peter's.	SECOND DIVISION: Robinson bpd Jesus II; Pembroke bpd King's, Corpus Christi, Selwyn II, Sydney Sussex, LMBC II, Jesus II, Trinity Hall II.	SECOND DIVISION: Robinson bpd Jesus II; Pembroke bpd King's, Corpus Christi, Selwyn II, Sydney Sussex, LMBC II, Jesus II, Trinity Hall II.
THIRD DIVISION: Exeter bpd St Hugh's; University II bpd St Hugh's, New College bpd St Hugh's; Oriel House bpd St Hugh's; Balliol II bpd Lincoln II.	THIRD DIVISION: Exeter bpd St Hugh's; University II bpd St Hugh's, New College bpd St Hugh's; Oriel House bpd St Hugh's; Balliol II bpd Lincoln II.	THIRD DIVISION: Queens II bpd Churchill II; Fitzwilliam II bpd Clare II; Girton II bpd Darwin Veterinary School; LMBC IV, 1st and 3rd Trinity II bpd Trinity Hall II.	THIRD DIVISION: Queens II bpd Churchill II; Fitzwilliam II bpd Clare II; Girton II bpd Darwin Veterinary School; LMBC IV, 1st and 3rd Trinity II bpd Trinity Hall II.
FOURTH DIVISION: Worcester II bpd Hertford II; Wolfson II bpd Hertford II; Lincoln bpd Queens II; St John's II bpd Exeter II.	FOURTH DIVISION: Worcester II bpd Hertford II; Wolfson II bpd Hertford II; Lincoln bpd Queens II; St John's II bpd Exeter II.	FOURTH DIVISION: LMBC V, Addenbrooke's II, St Catherine's II, COAT, Queens II, Selwyn II, Wadham, King's II, Christ's II, Corpus Christi, Fitzwilliam II, St Edmund's House, Theological Colleges.	FOURTH DIVISION: LMBC V, Addenbrooke's II, St Catherine's II, COAT, Queens II, Selwyn II, Wadham, King's II, Christ's II, Corpus Christi, Fitzwilliam II, St Edmund's House, Theological Colleges.
FIFTH DIVISION: Regent's Park bpd Oriel I; Magdalen II bpd Queens II; Jesus II bpd St Anne's II; St John's II bpd Exeter II.	FIFTH DIVISION: Regent's Park bpd Oriel I; Magdalen II bpd Queens II; Jesus II bpd St Anne's II; St John's II bpd Exeter II.	FIFTH DIVISION: Queens II bpd Churchill II; Fitzwilliam II bpd Clare II; Girton II bpd Darwin Veterinary School; LMBC IV, 1st and 3rd Trinity II bpd Trinity Hall II.	FIFTH DIVISION: Queens II bpd Churchill II; Fitzwilliam II bpd Clare II; Girton II bpd Darwin Veterinary School; LMBC IV, 1st and 3rd Trinity II bpd Trinity Hall II.
SIXTH DIVISION: Wadham Kettle II; Worcester II, New College II bpd Balliol II; Hertford II bpd Balliol II; University II bpd Balliol II.	SIXTH DIVISION: Wadham Kettle II; Worcester II, New College II bpd Balliol II; Hertford II bpd Balliol II; University II bpd Balliol II.	SIXTH DIVISION: Queens II bpd Churchill II; Fitzwilliam II bpd Clare II; Girton II bpd Darwin Veterinary School; LMBC IV, 1st and 3rd Trinity II bpd Trinity Hall II.	SIXTH DIVISION: Queens II bpd Churchill II; Fitzwilliam II bpd Clare II; Girton II bpd Darwin Veterinary School; LMBC IV, 1st and 3rd Trinity II bpd Trinity Hall II.
SEVENTH DIVISION: Oriel House I bpd Christ Church IV; St Anthony's bpd Brasenose IV; Merton II bpd Mansfield II.	SEVENTH DIVISION: Oriel House I bpd Christ Church IV; St Anthony's bpd Brasenose IV; Merton II bpd Mansfield II.	SEVENTH DIVISION: Queens II bpd Churchill II; Fitzwilliam II bpd Clare II; Girton II bpd Darwin Veterinary School; LMBC IV, 1st and 3rd Trinity II bpd Trinity Hall II.	SEVENTH DIVISION: Queens II bpd Churchill II; Fitzwilliam II bpd Clare II; Girton II bpd Darwin Veterinary School; LMBC IV, 1st and 3rd Trinity II bpd Trinity Hall II.
Women	Women	Women	Women
FIRST DIVISION: Wadham bpd St Catherine's; New College bpd Wadham; Wolfson bpd Lady Margaret Hall; University bpd Kettle; Pembroke bpd St Hugh's; St Hilde's bpd St Hugh's.	FIRST DIVISION: Wadham bpd St Catherine's; New College bpd Wadham; Wolfson bpd Lady Margaret Hall; University bpd Kettle; Pembroke bpd St Hugh's; St Hilde's bpd St Hugh's.	FIRST DIVISION: LMBC bpd Emmanuel; Jesus bpd Clare; Queens bpd New Hall; Clare bpd Churchill; Selwyn bpd Sydney Sussex; Downing bpd Christ's; Robinson bpd 1st and 3rd Trinity.	FIRST DIVISION: LMBC bpd Emmanuel; Jesus bpd Clare; Queens bpd New Hall; Clare bpd Churchill; Selwyn bpd Sydney Sussex; Downing bpd Christ's; Robinson bpd 1st and 3rd Trinity.
SECOND DIVISION: St Hilde's II; Trinity; Worcester bpd Hertford; Balliol bpd Lincoln; Christ Church bpd Lincoln; St Edmund Hall bpd Lincoln; Somerville II bpd St John's; Somerville I, Christ Church II bpd St John's.	SECOND DIVISION: St Hilde's II; Trinity; Worcester bpd Hertford; Balliol bpd Lincoln; Christ Church bpd Lincoln; St Edmund Hall bpd Lincoln; Somerville II bpd St John's; Somerville I, Christ Church II bpd St John's.	SECOND DIVISION: Robinson bpd Pembroke; Jesus II bpd Fitzwilliam; Corpus Christi bpd Newham II; LMBC II bpd COAT; Magdalen bpd Pembroke; Emmanuel II bpd New Hall II; Addenbrooke's bpd Churchill.	SECOND DIVISION: Robinson bpd Pembroke; Jesus II bpd Fitzwilliam; Corpus Christi bpd Newham II; LMBC II bpd COAT; Magdalen bpd Pembroke; Emmanuel II bpd New Hall II; Addenbrooke's bpd Churchill.
THIRD DIVISION: Exeter bpd St Peter's; Magdalen bpd Wadham II; Lincoln bpd St Peter's; St John's bpd St Hugh's; Queens II bpd St Hugh's; Oriel House II bpd St Hugh's; Balliol II bpd St Hugh's.	THIRD DIVISION: Exeter bpd St Peter's; Magdalen bpd Wadham II; Lincoln bpd St Peter's; St John's bpd St Hugh's; Queens II bpd St Hugh's; Oriel House II bpd St Hugh's; Balliol II bpd St Hugh's.	THIRD DIVISION: Queens II bpd Churchill II; Fitzwilliam II bpd Clare II; Girton II bpd Darwin Veterinary School; LMBC IV, 1st and 3rd Trinity II bpd Trinity Hall II.	THIRD DIVISION: Queens II bpd Churchill II; Fitzwilliam II bpd Clare II; Girton II bpd Darwin Veterinary School; LMBC IV, 1st and 3rd Trinity II bpd Trinity Hall II.
FOURTH DIVISION: Pembroke II bpd Exeter II; St Catherine's II bpd Mansfield II; Queen's II bpd University II; Balliol II bpd Mansfield II.	FOURTH DIVISION: Pembroke II bpd Exeter II; St Catherine's II bpd Mansfield II; Queen's II bpd University II; Balliol II bpd Mansfield II.	THIRD DIVISION: Queens II bpd Churchill II; Fitzwilliam II bpd Clare II; Girton II bpd Darwin Veterinary School; LMBC IV, 1st and 3rd Trinity II bpd Trinity Hall II.	THIRD DIVISION: Queens II bpd Churchill II; Fitzwilliam II bpd Clare II; Girton II bpd Darwin Veterinary School; LMBC IV, 1st and 3rd Trinity II bpd Trinity Hall II.

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Referee should promote rucking game

Scotland name unaltered side to meet French

Having a ball: South Africa's players, appearing in their first World Cup, celebrate the dismissal of Border for nought as Australia sink to defeat in Sydney. Photograph: Graham Morris. Report, page 28

ITV can expect rivals in bidding

Meanwhile, Sir John Quinon, chairman of the Premier League and also Barclays, the Football League backer, said yesterday: "We are reviewing our current sponsorship in view of the coming Premier League." The suggestion is that Sir John will want to renegotiate, the existing deal which has another year to run.

S Africa ready for May return

make his 500th appearance for the club against West Hartlepool in the Courage Clubs Championship second division match at Coundon Road on Saturday.

Borg back to beat and impress Lloyd

★

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Astre calls for fair approach

That doesn't mean my players are today resentful against the English, on the contrary. If this feeling may exist among some fans, it is absolutely out of place among the players. I did not even need to remind them of that," Astruc said.

BY ANDREW LONGMORE
TENNIS CORRESPONDENT

حزبنا من اجل



FILMS
Veronique or
Weronika? The
double life of
Irene Jacob



LIFE & TIMES

THURSDAY FEBRUARY 27 1992



APPOINTMENTS
Thirteen
pages of top
management
jobs

A true master receives his due

The National's
superb new
staging of *Uncle
Vanya* confirms
the genius of
Chekhov, writes
Benedict
Nightingale

Less funny than *The Cherry Orchard*, less powerful and painful than *The Three Sisters*, less crisp and pointed than *The Seagull* — *Uncle Vanya* is still sometimes described as the least accessible of Chekhov's four major plays. Yet which was the piece that first established a reputation in this country that is now second only to Shakespeare's?

Not *The Cherry Orchard*, whose opening night back in 1911 barely survived the second interval, so many of the audience flounced out. Not *The Three Sisters*, whose first, botched production in 1920 reduced the stalls to nervous titers in all the wrong places. No, it was *Uncle Vanya* six years earlier.

At its first night in 1914 Shaw turned to a critic and said, with every appearance of meaning: "When I hear Chekhov, I want to tear my own plays up." And the critics themselves proceeded to eat, or at least radically re-chew, the words they had uttered only three years before.

A.B. Walkley of *The Times* had thought *The Cherry Orchard* "queer, outlandish, even silly"; *Uncle Vanya* impressed him as a humane picture of "a world of talkers without listeners, people whose characters blended 'the good and bad, weakness and strength'." For Desmond MacCarthy it was "an unforgotten good play", the more tragic for the sheer ordinariness of Chekhov's victims, suffocating in their everyday atmosphere of "sighs and yawns and self-reproaches, vodka, endless tea and endless discussion".

For confirmation of the presence of those views of Chekhov, and the pull of *Uncle Vanya* in particular, there is no need to look further than Sean Mathias's fine new production at the Cottesloe. This is the third time in its short history that the National has staged the play, and the third time the theatre has demonstrated that it contains the two best male parts its author wrote. Why else would Michael Redgrave in 1963, Michael Bryant in 1982, and now Ian McKellen play the dilapidated Vanya? Why else would Olivier, Dinsdale Landen and Antony Sher opt to perform the rough but sensitive Dr Astrov?

Both characters fall for Yelena, sweet young wife of Vanya's former brother-in-law, the spoiled old academic, Serebryakov. Astrov is the cooler and less besotted, but he still neglects his practice, his private plantation and nature preserve, and Serebryakov's daughter Sonya, who is herself abjectly in love with him. Vanya lets his family estate deteriorate, makes gross advances to an embarrassed Yelena, and becomes more and more enviously inclined to see the professor as a leech grown fat on his blood, sweat and tears.

But frustration is the normal



Victims of Russia and themselves: Ian McKellen (centre) and Antony Sher in *Uncle Vanya* at the Cottesloe. Together they leave us feeling there is exceptional interest in what are unexceptional lives

condition for all Chekhov's characters except the simple or smug. For Vanya and Astrov, trapped in the Russian outback and their own limitations, life is mostly yearning and denial, dream and disappointment.

That is the play's overall pattern, perhaps even its overall meaning, but within it plenty of variations are possible. Ralph Richardson's Vanya was all "fuddled clumsiness and gauche petulance", "lubberty and earth-bound, dreaming of the heavens he never stormed".

Redgrave was an "ungainly, muscular figure, built for action but constantly at odds with his own body", flapping when he meant to threaten and awkwardly bumbling when he wanted to impress. Paul Scofield found a sepulchral melancholy in the role, Peter O'Toole a woozy, raddled desperation, Nigel Hawthorne an incoherent, uncontrollable rage. Donald Sinden a childlike helplessness, and Bryant a chilling bitterness and self-contempt.

Olivier's first Astrov, performed opposite Richardson's Vanya in 1945, was generally thought too sophisticated and confident for a country doctor; and in 1963 he was coarser, more vulnerable and (most thought) much better. More recently, Landen played the character as a turbulent sensualist in conflict with a strong superego. Albert Finney resembled a great bull who was finding the social code of the china shop hard to

observe, and Ian Holm — in a characteristically interesting performance — observed his own moral and physical decline with clinical detachment.

What of McKellen, what of Sher in this new production? The former gives one of those careful, understated performances which seem to be his speciality nowadays. At first he appears to be a shambling, affable buffoon, not to be taken too seriously when he off-handedly mumbles about his grief and rage. But Janet McTeer's Yelena is already having her impact. As she glides past, he abruptly, absurdly combs his moustache, grinning dully after her.

Vanya the emotional corpse is twitching, forlornly asking questions, and all too successfully resuscitating himself. Then comes a sudden yell at Serebryakov, the more mercurial for the breathlessness, palpitation and bodily tottering accompanying it: "You've ruined my hopes!" McKellen shows us the would-be killer inside the rumpled green corduroy — and then, far worse, the desolate resignation that ends by disarming and unmaning him.

The result is a portrait of defeat the more impressive for its unerring refusal to grab at the audience's collective heart. Remember the English translation of the name Vanya? If this is tragedy at all, it is Uncle Jack's tragedy, the sorry tale of a man significant only for his insignificance. Nor are there any pretensions about Sher's Astrov. That is evident when he mooches onstage in his sweaty, greying vest with his two-day beard and squalid brown bag. Health visitor, fumigant yourself or so any respectable patient might murmur. But his patients are not respectable. Mostly, they are the poor and ignorant, and (as he wryly admits) they have had their erosive effect on him. Sher's Astrov can flash nice smiles at Yelena and even radiate a little excited idealism when he talks of the forests he is saving. But he is becoming cruder, more cynical, and judging by his grunts when he feeds a brat. He knows it, too. That is why he is suddenly, shockingly wracked with sobs when he recalls a patient who died under the chloroform.

Each actor seems to be inviting both our unsentimental sympathy

and our unscrupulous judgement. Each suggests he is simultaneously the victim of Russia and of himself. And together they leave us feeling there is exceptional interest in what are nevertheless unexceptional lives. In other words, they manage to be Chekhovian, as does Mathias's production as a whole.

Balance, intellectual generosity, munificence of spirit is evident everywhere, even in the handling of Serebryakov. In Eric Porter's superb performance, he is no self-satisfied monster, but an old invalid desperate to recover health, respect, success and a life that, like Vanya, he feels is disappearing down the drain.

Chekhov production has certainly had its vicissitudes. D.H. Lawrence called the dramatist "Willy Wetleg". Gorky approvingly declared that *Uncle Vanya* was "the hammer with which he pounds the public's empty heads", and directors have sought to justify each extreme. There have been Marxist productions, exposing bourgeois decadence. More commonly, there have been sad, sepiatic productions, fastidiously celebrating genteel decay. Can we altogether blame those early British critics who dismissed Chekhov's characters as whingeing neurotics, or the American reviewer who wrote that Kostia in *The Seagull* should have worked off his literary inclinations through athletic sport, like "a normal American boy"? Super-subtle staging, replete

with portentous pauses, was often to blame.

From the start, the more sensitive critics realised that humour was inextricably mixed with pain in Chekhov, that simplicity had to be embraced and affectation eschewed, that an un-English volatility of emotion was wanted, and that the smallest roles were vital to the whole. The Russian exile Komisarjevsky came in the 1920s to bring fun to the plays. The Moscow Art Theatre followed, demonstrating the strength of ensemble production. Yet only recently has our theatre begun to rise to all Chekhov's challenges.

That is the virtue of this *Uncle*

Vanya. It may be muted, but it is not solemn. There are pauses, but they have content. The main actors are strong, but the supporting ones feel no need tactfully to evaporate. The thing lives. Chekhov has come of age in England.

'McKellen shows us the would-be killer inside the rumpled green corduroy'

INSIDE

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TOMORROW

Valerie Grove on Dublin's debate

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Just desserts, or simply sex on a plate?

As so many things in these straitened times, it is all a matter of exchange rates. The question was, how many good dinners should a gentleman spring for before he can legitimately consider that a mere goodnight peck on the cheek counts as short-changing?

The question came up the other night after the fourth bottle was down to the lees, and it was posed rather less coyly than I have put it here, but you get the point. It's the updated version of the Shaw gag (man approaches woman in bar, says would you sleep with me for £100,000? She says, well, yes. He says great! — Would you do it for a tenner? She says what sort of woman do you think I am? He says we've established that, we're just haggling about the price) rewritten for our times.

Of course you and I are modern people with modern values and the very latest thing in sensibilities. We know that this side of the Reeperbahn or the Pigalle, sex is not something that can be negotiated in cash terms, and that the sexual act, even at its least sublime, an essentially democratic function in which both parties give and take equally.

We know that the woman who habitually comes across after a

small Babycham is no less a woman for that, and that her sister in womanhood, who will even lend a good prospect the price of the Babycham, is doing no more than exulting in her own God-given passion for life.

"We know all that, but none of it answers the question. For, as far as I can see, practice has yet to catch up with theory. As we started the fifth bottle, one of the women round the table told us about a girlfriend of hers who had started seeing a new man. The two had not slept together yet, and she was not sure whether she wanted to. On the other hand, she did quite like the guy's company, and he had treated her to three decent meals, and she could, if she thought hard about it, imagine much worse things than spending a night with him. What her friend needed to know was whether these meals constituted the going rate for a night of casual sex."

I didn't know, I said. I'd never quite thought of it like that.

"Which is, of course, a lie: if men never considered the sexual exchange rate in precisely those terms then the Caprice and the Ivy would have given up on the supper trade decades ago. It's just that I've never discussed in such baldly innocent terms the sexual contract

PRIVATE LIFE
John Diamond
tries to put a price on
the food of love



that is suggested as the Visa card is discreetly laid over the unread bill.

Sure, I've had those laddish, locker-room discussions about the criminal price of a good dinner and the chances of getting lucky afterwards, but the absolute connectedness of the two events is never really acknowledged: the self-aggrandising suggestion is always that the encounter would be a place, anywhere, and that all

though he doesn't need to splash out on three courses plus wine, a good meal is the natural appetiser to mutually desired sex. Women, apparently, don't see it like that.

The problem is that now that we have been ground through the mill of de-bourgeoisement, the only sex is all we have to turn to. True, the urban upper middle classes have always put it about a bit but there was a time when our sexual demography was more heavily weighted towards those who believed that sexual encounter was capable of gradation.

There was kissing on the first date, and some mild necking on the second and something a little more focused on the third. Date by date the stakes would rise, and there was always time between assignments to call all bets off and retire at whatever level of molestation either party could cope with. But when was the last time you ever heard the phrase "heavy petting" used outside the confines of a youth club?

Nowadays, there is shaking hands at point A and the vergerous stumble to footplay at point B, and foreplay presumes sex, and that's all there is. People have sex under the chloroform.

Each actor seems to be inviting both our unsentimental sympathy

All of which, I would guess, must make it difficult for the women who dine. Surely they can pay for themselves, you say. But look round any restaurant any evening and see, in these enlightened times, just how many men not only cover the tab, but insist on doing so. And if it is hard for a woman to insist on splitting the bill, how much harder must it be to say, just as the prawn cocktail is served, "Mmmm! My favourite! By the way, I hope you weren't expecting to have sex tonight."

The most surprising thing is that most of the other women at the table did come up with a quite precise figure for the sexual exchange rate. True, they did not put it quite in those terms: they talked about "More than three meals is taking advantage of his generosity", or "Two meals is OK, but if there's a club afterwards or something, then any more counts as stringing him along".

But the sentiment was exactly the same. And when I say this is surprising I do not know why the fact that women understand the game men play should surprise me. Perhaps it is simply the eternal surprise that grown men play the same game with the *carte des vins* as the one I used to play at 14 with a Pepsi and a Wimpy.

Cinema: Geoff Brown reviews *The Double Life of Véronique*, *The Last Boy Scout*, *The Man in the Moon*, *Shadows* and *Cross My Heart*

Puzzling over life's mystery

Here is a Rubik's Cube of a movie: Kieslowski's *The Double Life of Véronique* (15, Curzon Mayfair). You turn it this way, you turn it that, always hoping that scenes will click into shape and the puzzle be solved. This never happens, but do not despair: the director who soared into the top league with his *Ten Commandments* cycle seems incapable, at the moment, of perpetrating a boring shot. Every image, and sound is finely honed: each turn of the cryptic tale about identical girls — one Polish, one French — invites passionate thoughts about life, love and death.

The first half-hour pursues the intense life of Weronika, a Polish girl in her early twenties, with a soprano voice that could cut diamonds and a malfunctioning heart. "She's dead," comes the cry when she collapses at a concert; then earth is thrown into her grave. Enter Véronique (played by the same radiant actress, Irène Jacob), a Parisian music teacher with matching personal ties, the same gift for singing, and another weak heart. Weronika's life serves her as an example and warning, much like the Biblical precept hovering behind the moral dilemmas of the *Ten Commandments*.

But the ties that bind these ladies go beyond character details. In both sections, an old, bent woman shuffles down a street; other echoes hover on the subliminal. Working with several key collaborators (including writer Krzysztof Piesiewicz and cameraman Sławomir Idziak, who gave *A Short Film About Killing* its eerie, billous colour), Kieslowski creates an extraordinary atmosphere. You can almost smell the mystery of life.

Occasionally, he pushes the mystery too far. The puppeteer Alexandre, who sends Véronique baffling gifts of an audiotape and a shoe lace, might have chosen simpler ways of pursuing a romance. But Irène Jacob, winner of the Best Actress prize at Cannes last year, is unfazed: she shines magnificently in a difficult part, alert to every exterior and interior

force surging through her heroine. The French-Polish co-production is Kieslowski's first international venture: product both of his burgeoning prestige and the Iron Curtain's collapse. One casualty is the dense social detail of his Polish films; for some, a texture of symbols and echoes may not be enough compensation. But there can be no doubt of Kieslowski's great gifts: This is uncompromising, high-voltage cinema.

The excitement offered by *The Last Boy Scout* (18, Cannon Haymarket, MGM Trocadero) are rather different. Exploding cars, suitcases and brains. A bloody contretemps with helicopter blades. Dialogue that leaves no witicism unturned (buddle to interloper: "I trust you're alone": "No, I got the Vienna Boys' Choir with me").

Hollywood spent the record sum of \$1.75 million to acquire the script by Shane Black, author of *Lethal Weapon*. His new opus slavishly follows the same formula. Bruce Willis, decorated with permanent stubble and a growing array of facial cuts, portrays an LA private eye gone to seed, following a trail of corruption in professional football and politics. His sidekick — there always is one — is Damon Wayans, a stand-up comic broadening his range.

Tony Scott, veteran of *Top Gun* and many commercials, proves the perfect director for Black's blood, bullets and wisecracks. Give him interiors with net curtains or overhead fans, and he will fashion the prettiest pictures. But give him a car to explode, a body to perforate, and his day is made. Scott pushes everything to the limit, and the actors happily join in the frenzy. Saturday night audiences may be delighted; *Baden-Powell* would be appalled.

The *Man in the Moon* (PG, MGM Trocadero) turns the clock back: not merely to rural Louisiana in the 1950s (the story's location), but to gentler times when films retained a humanistic soul, characters glowed with health, and teenage sex never advanced beyond a little gambol by the old mill stream. Freddie Francis's sun-kissed photography

immediately sets the tone: this is an idyll.

Veteran director Robert Mulligan (see interview, below) wanted the tale of teenage sisters in love with the same boy-next-door to "resonate like a Chekhov short story". Surface clichés prevent this happening — although, deep down, the depiction of family relationships remains honest.

Dani Trint, aged 14, develops a crush on the 17-year-old Court. Once older sister Maureen catches sight of him, Dani's feelings get trampled. It would be invidious to explain how, though by the end two gravediggers are needed: they are, as it happens, the only black characters, glimpsed for a handful of seconds.

Unknown players take pride of place. Reese Witherspoon and Emily Warfield, the bosom sisters who become rivals, try hard, but never quite set the screen alight. For that, we must turn to character players, especially Sam Waterston (the girls' father). If they awarded Oscars for the best bit-part of emotion, this man would win hands down.

"Jean-Paul Sartre has absolutely nothing to do with existential psychoanalysis." Alas, they do not write dialogue like that anymore. But in the late 1950s, when John Cassavetes and a young team of actors created *Shadows* (18, ICA Cinema), his first film as a director, it seemed part of the landscape. This semi-plotless foray into the lives of New York bohemians rejuvenated American cinema, and blazed a trail that many filmmakers, from Henry Jaglom to Spike Lee, gladly followed.

The years have removed some lustre, as with other scripts forged through improvisation, not all the words convince. But the film is forceful, sympathetic and drenched in period flavour, from Charlie Mingus's plaintive saxophone to the glimpse of Dean Martin's name on a cinema marquee. Four other Cassavetes films join *Shadows* in the ICA Cinema's tribute to a progressive talent, too little mourned, and too quickly forgotten, since his death in 1989.

Enigmatic puppeteer and suitor: Philippe Volter as Alexandre in Krzysztof Kieslowski's *The Double Life of Véronique*

La Fracture du myocarde, Jacques Fansten's modest drama about children concealing a mother's death from the authorities, has won many hearts. Steven Spielberg plans a Hollywood remake. The attractions for the director of *E.T.* are obvious. But for flinty souls, Fansten's film — brought into Britain as *Cross My Heart* (PG, Curzon Phoenix) —

exercises a charm as wan as the present print's bleached colours. The corpse, a single parent, is the mother of Martin, a mischievous lad with loyal friends, terrified of being sent to an orphanage. Fansten, veteran of several television films about children, feels obvious sympathy for the children's plight, but shovels the images with dull abandon onto the

screen. Sylvain Copans cuts a piquant figure as the bereaved kid (imagine a dormouse with a crew-cut); the rest make barely a dent. Finally, *Men of Respect* (18, Cannon Tottenham Court Road), filmed in 1989: a lively but doomed attempt to pitchfork *Macbeth* into today's New York underworld. John Turturro and Katherine Borowitz go into overdrive as

Mike and Ruthie Battaglia, the surrogate Macbeths; Rod Steiger is the first corpse. But the script's parroting of Shakespeare ("If it's gonna get done, it's better done quick") prevents the film standing on its own feet. The writer-director is William Reilly, a professor at New York University. Indeed, *Men of Respect* feels more a piece of homework than a movie.

When Brandon Tartikoff, at Paramount Pictures' new production head, vows to make films for "people too young to rent a car", it becomes clear that Hollywood's infatuation with the youth market is set to continue. For that is where the money lies. Last year's top box-office earner in North America was *Terminator 2: Judgment Day*. Thrill-seekers slapped down \$204.3 million to see Arnold Schwarzenegger's good robot stride through a special effects bonanza and worst a bad robot who could turn himself into checkerboard flooring and walk through iron bars.

Given America's recession, we should perhaps be thankful that \$204.3 million was spent anywhere. But by assiduously courting the mass youth market with noise, speed and cartoon violence, Hollywood is driving away the mature audiences who like their fun but also take their brains to the movies. These days, in Hollywood's distorted demographics, you are middle-aged at 25.

Film-makers can also get

Too subtle, too bold and too old

Geoff Brown on how Hollywood's obsession with youth means that veteran directors are sidelined

pushed to the sidelines by changes in fashion. Take a gentle, sensitive, well-seasoned director like Robert Mulligan, a recruit from American television's "golden age" who first worked in Hollywood in 1957, and rode high during the 1960s with *To Kill a Mockingbird*, *Love With the Proper Stranger* and other ventures produced by Alan J. Pakula.

Now 65 years old, Mulligan finds it increasingly hard for himself and his species to keep in work: "Whether you call us humanists or traditionalists or classicists, it's getting tougher for all of us — the quiet storytellers — to find a place. There's no question."

Asked if he is working on anything currently, he replies plaintively, "I'm working on trying to find something to do." He is searching, he says, for a "people picture": a story shaped by believable charac-

ters and real life's tussles, not a formula script shaped for a specific star or a showcase for the special effects wizards.

Still, Mulligan remains one of the lucky ones: 18 months ago, he was busy completing *The Man in the Moon*, his 20th film, released this week in London and reviewed above. In line with Tartikoff's pronouncement, the lead characters are under the car-rental age barrier of 21; but Mulligan admits that to tough inner-city kids, the teenage girls of *The Man in the Moon* might have come from the moon itself.

The film appears a little soggy compared with the director's best work yet at least Mulligan found employment without debasing his beliefs or his craftsmanship. Other directors of the same generation, with long careers

but few recent successes, are not so lucky.

"Some put their hand to unworthy ventures or enter early retirement. Stanley Donen, who delighted the *Raiders*, has not been heard from since *Blame It on Rio*, eight years ago; while Arthur Penn, whose *Bonnie and Clyde* and *Little Big Man* made him the intellectual's darling, seems to have suffered a total artistic eclipse, his last film being *Penn and Teller Get Killed*, a barely released vehicle for an American comedy team. Year after year, Blake Edwards keeps ploughing ahead, but with pained sex farces that help dismantle the reputation he built with the early Pink Panther comedies and *Days of Wine and Roses*.

For directors in their seventies or beyond, carpet slippers and the golf course beckon. Billy Wilder, now 85, put their problems in a nutshell in his interview with Volker Schlöndorff, recently transmitted on BBC. "I know I can make the film, physically and mentally, what I can't do is the deal," Stanley Kramer (78), has spent the past five years watching plans for films about Chernobyl, Beirut and Lech Walesa crumble. Years of silence or frustration are nevertheless preferable to something like *Roofrats*, stale youth fodder which only made its veteran director, Robert Wise, look foolish.

In today's media-driven world, the director with the loudest voice and the sharpest profile gets noticed. You need to be belligerent, obsessive, riven with *Anger*, or hot from Cannes, aged 22; you need to be a 1960s radical who never grew up, a Peter Pan with millions of dollars, or a flamboyant egomaniac who keeps

going bankrupt. Baseball caps, waving hands and a bushy beard are also useful.

Place Mulligan beside Coppola, Spielberg, Spike Lee or Oliver Stone, and you see the problem. He looks like a parish priest. After careful preparation, he makes his films without tantrums or need for suspense. He starts at 8am, finishes shooting at 5pm, and rarely uses more than three takes. His aim is to get the job done, but not to be noticed doing it.

From a public relations point of view, this spells death. While the studio system remained relatively intact and the industry's finances secure, the quiet storytellers could still operate with distinction. Today, Hollywood has become a neon-lit battleground, with "executives, megabuck stars, powerful agents and assorted

piranhas fighting over the alchemist's formula that will turn their scripts into gold.

Such internecine warfare leaves little room for the small, sensitive film or the off-beat experiment, earning respect rather than dollars. More than ever before, the motto is "Play safe".

Mulligan points to a few signs of hope in American cinema, such as Martha Coolidge's delightful *Rambling Rose* — like *The Man in the Moon* a small-town period film with no star names attached. In a few weeks time, British audiences can taste *Fried Green Tomatoes at the Whistle Stop Cafe*: heart-warming tales of two spunky Alabama girls in days gone by, spun by Jessica Tandy. But it would take seismic shifts in popular fashion and the social environment to reverse the current trend.

So, like many others of his generation and temperament, Mulligan stays at home, in Connecticut, reading screenplays, searching for that special something; waiting for movies to grow up again.

ARTS BRIEF

Bill and Beryl

BERYL BAINBRIDGE's *An Awfully Big Adventure*, based on her experience working backstage at the Liverpool Playhouse in the 1950s, is to be staged at the theatre after all, on March 11. Portraying Bainbridge will be her own daughter, Rudi Davies. The premiere should have happened a year ago, but was cancelled when the Playhouse hit its financial crisis. The theatre was saved by a package devised by the court administrator and the Liverpool-born impresario Bill Kenwright.

Wave goodbye

If you listen to Radio 3 programmes on medium-wave, prepare to shed them now. After tomorrow, the network goes forever FM, broadcasting in stereo on the 90.2-92.4 wavelength. And where music goes, cricket follows — much to the chagrin of listeners who resent losing weeks of music broadcasts during the summer. Fielding the flak will be Nicholas Kenyon, the new Radio 3 controller, who starts on Monday. The network "celebrates" its new life with a live relay of *The Barber of Seville* from the New York Met at 6pm on Saturday: the bicentenary of Rossini's birth.

Last chance...

PERHAPS more than her predecessors as resident artist at the National Gallery, Paula Rego has made creative use of the art around her. The result, shown in "Tales from the National Gallery", is provocative and rich in insights. The exhibition (071-839 3321) closes on Sunday; it should be seen in conjunction with Rego's restaurant mural in the Sainsbury Wing.

ARTS SPONSORSHIP

Letters do the show right here

The property market slump has a silver lining for performers and artists in London, as developers look to the arts to attract buyers. Rachel Kelly reports

central London, one can understand why developers are clanking at artists as a way of getting tenants round their buildings. The artists, of course, are delighted: here is an audience of business people who are potential art sponsors in their own right.

Links between developers and artists began with the visual arts. Peter Davidson works for the London & Paris property group, which organised an art exhibition in its office block in Kingsway. "Unless you've got a massive lobby or an atrium," he says, "office space is better suited to the visual arts than the performing arts. There isn't enough head-room."

Examples abound. The property company Lyon is exhibiting the American artist Robert Heindel in its Eversholt Street development. Young British artists were being shown by the Pomeroy Purdy gallery at the Quinlan Terry development over Charing Cross last year. Both of those

to meet some businessmen. But what about the bill? The *Carmen Jones* event cost about £15,000, which Jonathan Weymouth thinks "surprisingly reasonable" when compared with the normal cost of an agents' reception, which is the usual way of wooing clients and only slightly cheaper than paying performers.

"We hope that this way people will remember the building because they remember the show," Weymouth says. However, he admits that "we have not yet had anyone sign up because of the event; but it's early days".



First-footing: Jane Sanig of Rambert Dance Company performs in an empty office, part of a development in Eversholt Street, London NW1, by Lynton plc

Something seems to be stirring on the arid French literary scene. The last two novels to win the Prix Goncourt have been enjoyable and intelligent books in the best humane tradition of French writing.

The November 1990 winner, *Les champs d'honneur*, has now been translated into English as *Fields of Glory* — quite fast going for a translation these days. When the author, the 40-year-old Jean Rouaud, was awarded the prize for this — his first — novel, the British press dwelt on the fact that he was earning his living by running a newspaper kiosk. That gave a false impression of both him and his book. Rouaud is not a drop-out, a boulevard-wise reporter of the seamy lives of Parisian passers-by.

On the contrary, his novel is an

Bringing the killing fields to life

oblique, poetic chronicle of family life deep in the countryside of the Lower Loire, over a period stretching from the first world war up to recent days.

Rouaud approaches the story of his family very indirectly. His first chapter is entirely devoted to the terrifying but cheerful way in which the narrator's grandfather drove his battered old car, a 2CV, along the country roads in the 1950s and 1960s, with the grandchildren trembling in the back. Chapter Two describes simply, but very beautifully, the rain in the Lower Loire — now falling in tiny, imperceptible drops from a lumi-

nous pearl-grey sky, now "a slow, dense, obstinate curtain", now in the spring storms lashing your face with iron filings, piercing you with watery needles.

We move on to grandmother — and her pronounced hostility both to the rain and her husband's 2CV. But whatever she thinks of the car, her marriage is her life. She will not speak of her age except to say, invariably, that she was "twenty-five in 1912, the year I was married". That formula, incidentally, requires such complicated calculations to work out her present age that no-one tries anymore.

Derwent May

FIELDS OF GLORY

By Jean Rouaud
Translated by
Ralph Manheim
Harvill, £13.99

At this point, we begin to grasp Rouaud's technique. He is working almost like a Cubist painter, giving you one facet of his rich scene at a time, until they all slip into each other and produce a full, multilayered picture.

The technique succeeds. In the

end we find our way deep into the life of this family: the grandparents, the narrator's father and mother, the grandchildren, the relatives — and the dead.

The dead are the revelation of the end of the book. This seems to be a contented family at first, living in a sunny world despite the rain, with even the devout spinster, Aunt Marie, who lives in a "two-room hermitage" at the end of the garden no more than an endearing eccentric. But she is the link with the dead. When she was a young schoolteacher in 1916 her brother Joseph died from German poison gas. Rouaud's description

of its greenish waves coming across the Ypres plain is like a ghastly pastiche of his rain chapter — and another facet of the family's history drops into place.

After that, Aunt Marie stopped menstruating — her blood-sacrifice to match her brother's. The following year her brother Emile was also killed in the war: his bones returned home in a *madeleine* crate 12 years later. So the deaths, of the first world war always haunted the family — and by the end of the book the young children of the 1960s have begun to understand that too. The intricate story is complete.

The November 1991 Goncourt winner was *Les Filles du Calvaire* by Pierre Combescot (Grasset, 130 francs) — a longer, more sturdy read, but also rich in incident and character, and very varied in colour and tone. This is another war story, but one with a difference: its central section is called "A Joyous Collaboration" and offers a picturesque, forgiving account of semi-collaborators in Paris during the second world war.

Both authors have one fault, which is to try a bit too hard to make us like their characters or find them fascinating. They are intriguing enough characters not to need this touch of hype. With books like these, we shall all be reading French literature again.

Derwent May is European Arts Editor of The Times.

Marooned in a tropic of tedium

In December 1931, Anaïs Nin wrote in her diary: "I've met Henry Miller. When he first stepped out of the car and walked towards the door where I stood waiting I saw a man I liked. In his writing he is flamboyant, virile, animal, magnificent. He's a man whom life makes drunk, I thought. He is like me." He is like me: the ultimate praise of the egotist. If, in Miller, the narcissistic Nin found her self-regarding match, it was a match she was quivering ready to make.

Her marriage to the banker Hugh Guiler fell short of her ideal of the artist's existence. She was ready for sexual experimentation, for a passion she felt more suitable for the role of writer she so portentously assumed. "I really believe," she wrote in those same diaries, "that if I were not a writer, not a creator, not an experimenter, I might have been a very faithful wife. I think highly of faithfulness. But my temperament belongs to the writer, not to the woman."

Thus was infidelity not so much excused as sanctified. It was her vocation. So when Miller called to her, how could she not answer? "I was waiting to meet him, as if that would solve something and it did. When I saw him, I thought, here is a man I could love."

And did she love him? Certainly these letters, which span the decade of their affair and the decade which followed, quake with the intensity and passion their alliance so self-consciously celebrated. The declarations, the promises, the knee-trembling professions of erotic compulsion

Nigella Lawson reads the letters of two lovers in love with themselves

A LITERATE PASSION
Letters of Anaïs Nin and Henry Miller
1932-1933
Edited by Gunter Stuhlmann
Allison & Busby, £12.99

are indeed dutifully recorded. For both correspondents, what mattered most was not what they felt for each other, but what they felt for themselves. In this respect, these letters do represent a testament to a love affair of unrivalled intensity.

But both correspondents also responded to a need in the other, the need to be seen as they saw themselves, as writers, artists, as beings etched by sensitivity and pain. Together they would create literature. From the start, these letters were intended to be published.

When the infatuation was dimming, Miller was to write that "what threw me into consternation was the evident enjoyment with which you swam in a sea of flattery... that is your weakness."

At the beginning, certainly, it was a weakness he was happy to indulge. "You are essentially the artist," he solemnly informed her, "whether you choose a small or big canvas." "You make me think of Casanova," she responded, "except that in between the erotic Casanova was boring, while you, in between eroticism and even because of it, you get profound. It astonishes me how delicately you can make distinctions between women."

"Your language is still more overwhelming than mine," Miller offered: "I am a child compared to you, because when the womb in you speaks it enfolds everything." "Your book," Nin rejoined, "swells up inside of

me like my very own — more joyously even than my own. For your book is for me a fecundation, while mine is an act of narcissism. I say let a woman write books, but let her above everything else remain fecundable by other books."

These few quotes alone show how comically inappropriate is the book's breathless title.

Miller pored over Nin's journals and dispatched to her whatever he had been working on. Other writers were given the same treatment. Lawrence was earnestly discussed; Nin favoured Dostoevsky; and Miller invoked Proust. "Open your Proust," he ordered. "I have underlined it for you. What is not underlined is worthless." And in the sole, if unwittingly, funny passage out of some 200,000 words, Miller wrote: "I think you are going to revise your opinion about the sterility of French letters."

The official line is that the affair broke up because it became clear that their lives could not never be united as their minds and bodies had been. The letters tell a different story. Miller began to

temper his giddy praise with criticism. "You need to write less and sweat more," he wrote.

It's enough to make one cheer. But the criticism ricocheted off his correspondent. "Watch yourself a bit, Henry... You know, Henry, your understanding works on and off, very waveringly. Mine has a funny quality of always being on."

Their affair continued for many years after this exchange, but a cold note of steeled detachment had been sounded. And not long later, the once-adoring Nin was writing: "Instead of investing each woman with a different face, you take pleasure in reducing all women to an aperture, to a biological sameness. That is not very interesting. I say, not very much of an addition. It's a disease."

But literature must be served, and the letters continued. As did the heady self-absorption. War breaks out, and ends, without entering into their discourse. Only one letter makes any passing reference to it, and that is in 1944, when Nin mentions that the bank in Paris where she had left her journals for safekeeping "was not occupied by the Germans so I might find the diaries after all".

In the same letter she announces the end of her exile in America. It is now safe to return to Europe, and "the liberation I feel is indescribable [sic] — as if I had been living in a concentration camp." One expects writers to be selfish, to be nasty, to displease or to offend. Only one would like them to be able to write.



A contemporary of Anaïs Nin and Henry Miller, Charles Addams drew the above cartoon for the *New Yorker* in 1957. It is taken from *The Addams Family Album*, published today by Hamish Hamilton at £7.99 (paperback).

Dangerous liaisons at dinner parties

Alison Roberts

NEVER MIND
By Edward St Aubyn
Heinemann, £13.99

anti-climactic (for both guest and reader) dinner party.

The book is almost Woolfian: nothing much happens except for the agonising rape of five-year-old Patrick Melrose — by David. This is the only gripping piece of writing in the book, absorbing in its horror. An atavistic

probing of motives and relationships.

Just as David humiliates by manipulation, so his character is presented in an almost offensively manipulative way. His extreme handsomeness and thwarted musical genius, shot through with bitter self-hatred, stir sympathies for a character who takes pleasure in stealing innocence. St Aubyn wants us to respect him: in the end the attempt to explain David's evil becomes an affront and his attraction stretches credulity.

St Aubyn skims the surface

of subjects such as Freudianism and the snobbery of a certain class, offering a vague elucidation of characters through them. Nicholas Pratt wonders: "Why was the centre of his desire always in a place he had just deserted?" and this is related to his lifelong chasing after women. What St Aubyn is good at is a clarity of expression which occasionally springs a trigger of private recognition. The descriptions of the boy Patrick are often exact: "After a while he no longer recognised what he was thinking and,

just as a shop window sometimes prevents the onlooker from seeing the objects behind the glass and folds him instead in a narcissistic embrace, his mind ignored the impressions from the outside world and locked him in a daydream he could not have subsequently described."

If you are happy with the Peter Mayle version of a rather smug Englishman in Provence, do not read *Never Mind*. If, however, you are prepared to be fruitfully puzzled by the nature of human evil, then do.

In 1988 Glenn Patterson returned to live in Belfast and two years later the hero of his impressive second novel follows in his creator's footsteps. Drew Linden has been sent to the home city of his mother's family to manage the local branch of a new bookshop chain.

Like so many children of his island, Linden has emigrated and his involuntary return compels him to engage with a family and a country that he has tried to shake off. The ominous example before him is that of his older sister, Ellen, who abandoned the liberation of a new life in Canada in favour of a humdrum existence in the province. Patterson's Belfast is a city of contrasts: checkpoints and yuppie bars, hedonism and terrorism, a fragile prosperity awaiting the recession we know is on the way.

The course of Linden's thoroughly modern affair with a local designer is interrupted by accounts of his parents and grandparents in a Belfast that seems to belong to the early industrial age. There is a pungent, gritty authority to Patterson's rendering of a vanished society. This complicated assembly of past and present remains unfurlingly lucid: my principal reservation concerns the too frequent occasions when Patterson's plain prose becomes drab and sloppy.

Nothing in Russell Celyn Jones's *Small Times*, quite lives up to the excitement of its opening, as its hero, Harry, leads his band of design-suited pickpocketing virtuosi on a "triumphant" progress through Oxford Street and the London Underground. We seem to be reading a thriller: but the year is 1987, a general election is looming and Harry is not just a cat burglar but a symbol of the Thatcher years: "Ruthless power, violent success, these were the modern splendours."

Harry engineers a meeting with Gabrielle, a beautiful actress whose purse he has acquired. When she discovers his trade she becomes fascinated with him and they

Sean French

FAT LAD
By Glenn Patterson
Chico & Windus, £14.99

SMALL TIMES
By Russell Celyn Jones
Viking, £14.99

A MILD SUICIDE



By Christina Koning
Lime Tree, £13.99

DEAR VENUS
By Cassandra Brooks
Simon & Schuster, £13.99

become lovers. It is a meeting of two different worlds, Harry lives on a canal barge with a down-and-out wife and her baby while Gabrielle's boyfriend is Samson, a corrupt property developer facing a long prison term. But, as no reader will be surprised to discover, both worlds are really the same, except that Samson has money.

The plot is tiresomely schematic but Celyn Jones is a good writer, at his best when forgetting about his jejune analysis of society and instead retelling the mechanics of dipping and fencing. The intended irony is that Gabrielle loses interest in Harry when he stops being a criminal. The problem is that so does the reader.

Christina Koning displays the courage of a kamikaze pilot in having a character at a dinner-party in her first novel, *A Mild Suicide*, ask rhetorically: "I mean, who wants to read another of those tedious novels where the characters sit around at dinner parties talking about art?" Koning must have known what she was doing in writing

a book which contains everything for which the modern British novel is denounced, a story of academics and adultery, though in Edinburgh rather than Hampstead.

Saul, an American graduate student, begins a passionate love affair with the promiscuous Catherine. Then his wife Virginia arrives and tells him she is pregnant. Curiously, Adam Mars-Jones is quoted on the dustjacket praising Koning for "treating the eternal triangle as if it were an entirely fresh subject", when Koning's whole point is that these literary people cannot see anything except through literary archetypes. The problem, and it is a serious one, is that this perception is as ancient as literature itself. Nevertheless Koning can write beautifully and she is never tedious.

Dear Venus is the story of a woman who responds to her husband's infidelity by setting out to have sex with all the residents of her plush mansion. Told in the letters exchanged between the main characters, the result is coarse, crass and relentlessly unfunny. The only evidence of any literary sensibility on the part of the author is the revelation from the publishers that Cassandra Brooks is a pseudonym. The publicity also reveals that Jill Cooper has praised it, which suggests she must be the author, since the only other possibility is that more than one person likes it.

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**The end of history?
How to join the debate**

The author Francis Fukuyama has set the scene. In 1989, he said that a liberal democracy will be the only viable political system in a post-ideological world. Provocative enough. Now, in his new book, *The End of History and the Last Man* (to be published here on March 5 by Hamish Hamilton), he has expanded his thoughts.

Is he right? Is this the sort of future we really face? The *Times* has invited Francis Fukuyama to qualify his views at a testing debate: The End of History Debate, at the Institute of Education, 20 Bedford Way, London WC1, on Thursday March 5, starting at 7.30pm.

The chairman will be Simon Jenkins, the editor of *The Times*. The speakers will include Norman Stone, Professor of Modern History, Oxford; Roger Scruton, Professor of Aesthetics, London; Ernest Gellner, Professor of Social Anthropology, Cambridge; and Tessa Blackstone, Master of Birkbeck College and front-bench Labour peer.

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Barber cuts a dash in leap year

Cyril Ehrlich hails Rossini's bicentenary this week by assessing a new biography of Italy's musical "genius of animal spirits"

Mozart's shelf life has expired and an irresistible new product is in stock, precisely targeted for this leap year. Rossini, the complete Italian, was born on 29 February 1792. He dashed off a few dozen works, including a handful of masterpieces, became the world's most famous composer, and then, at the age of 37, settled down to four decades of planned and prosperous early retirement: eating, drinking and talking, with virtuosity and jokes.

The tunes are catchy; there are good old recordings already canned for reissue at full price; performances, books and media products have been lined up. And the merchandise is almost entirely opera, the only highbrow sector which still sells. As a pre-eminently exploitable asset, Rossini deserves a good year.

The real story is inevitably more complicated. Composition did not cease entirely with *Guillaume Tell* in 1829. There is the *Petite messe solennelle* (1864), neither small nor particularly solemn, and the delicious, unclassifiable, *Pêches de vieilllesse* (1857-68).

Artistic status, which used to bother people, has always been equivocal, with appropriate imagery for these post-modernist days. At the height of his fame there was frequent, not always merely jealous, disdain for the facility, brash effects, self-borrowing and proliferation; though practically everyone agreed about *Il barbiere*, which survived every subsequent misfortune.

Rossini's posthumous reputation slumped until even Shaw felt guilt, along with pleasure. Only Figaro and Rosina strutted the boards, and a handful of arias and overtures survived into the 20th century. The latter were magnificently displayed

by Beecham and Toscanini, but few singers could give more than a hint of commensurate delights. Like Chopin, this music depended upon virtuosity and refinement, but its practitioners were dead. No Malibran appeared until the 1930s, when Conchita Supervia, all too briefly, sang the sparkling rousades of *Cenerentola* and *L'italiana* with easy command and devastating charm. Comprehensive revival waited another generation, for Callas, Sutherland, Caballé, foreign travel, festivals,

and the long playing record. Reassessment would require a thorough questioning of craft, environment and life, correcting the *bon viveur* image which disguised, probably deliberately, knowledge and craftsmanship. How was mastery achieved at such speed? What subtleties of melody, structure and key relationships lie beneath apparently routine patterns? How do we recreate adequate scores and conventions of interpretation? How can the biographer balance an ill-documented, preposterously busy and short working life, against a thickly recorded and mythologised lengthy retirement? Why did he quit?

Despite unresolved dilemmas, readers are already well served. There is Stendhal's interim report, published in 1824 and translated in 1956. Richard Osborne's exemplary "Master Musician" is available in paperback. Philip Gossett, the leading authority, contributes a lucid, unpretentious essay to the *New Grove* which summarises present knowledge and indicates gaps and possibilities with suitable ease and lack of pedantry. The essential economic and social history has been mastered and narrated with similar elegance by John Rosselli. A

newcomer must therefore seek justification by adding fresh insights and vigour. Alan Kendall handles music more confidently than history and biography. Indigestibly potted plots, unnecessarily specific dates, and the ubiquitous "however" litter the page: sure signs of a reluctance to grapple with essential chronology and thematic exposition. Exter-

sively gruesome accounts of illness and treatment are presumably intended to contribute to the retirement question; but, like a similarly detailed, if more appetising, account of the meeting with Wagner, they fail to make their point.

Yet the elusive imponderables of changing public taste and ultimate place are approached with some insight. Kendall has a singer's just



A caricature by the French artist Gill of the 75 year old Rossini in 1867, from the periodical *La Lune*

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contempt for producer antics, a musician's grasp of technique and artifice, an experienced listener's sensitivity to changing fashions of perception and interpretation. For these reasons his introduction and "epilogue" deserve careful reading. The illustrations are quite excellent.

Professor Ehrlich has written histories of the piano and the music profession

Frugal fabian snob

Dawn streaked the sky as the snow-speckled hills of Gloucestershire emerged from the darkness... In the master bedroom Lawrence Potter tossed restlessly on the bed. "That is how it begins."

But no, it is not that sort of book. Lawrence Potter was tossing restlessly on his bed in 1858 because she was about to give birth to Beatrice — who, as Beatrice Webb, embraced with cerebral fervour the minutiae of social administration, co-founded the London School of Economics and the *New Statesman*, pre-visualised a national health service, and sat on more committees than she had hot dinners. (She was anorexic.)

Beatrice was the thoroughly unwelcome eighth daughter of Richard Potter, a railway magnate, and the clever, melancholic, Lawrence. Their next child was a longed-for son, who died when he was two. The tenth was another daughter, who assuaged Mrs Potter's grief as Beatrice could not. Beatrice, a bright and beautiful girl, was condemned by her rejecting mother as "below average in intelligence." No wonder she had an overwhelming need to belong and to achieve.

Beatrice's story is presented here much as she saw it herself. She wrote of her "duplex personality," and seemed always to be facing frightful choices — between ego and id, conscience and desire, mysticism and public life, austerity and social success. These dualities are emphasised so often that the reader may feel like protesting that such were the choices for many 19th-century women who were dowered, as Beatrice was, with good looks, enough money, and a critical intelligence. Beatrice, the "woman of conflict," was very interested in her own processes. Her conflicts, though they made her ill, were the breath of life to her.

She remains an inexhaustibly fascinating person, partly because of her energy and commitment and partly because her views seem to the modern mind mutually contradictory. She was intellectually independent, yet anti-



Beatrice Potter, courted by Joseph Chamberlain

Victoria Glendinning

BEATRICE WEBB
Woman of Conflict
By Carole Seymour-Jones
Allison & Busby, £17.99

women's suffrage. She knew and shared the life of the poor, yet remained snobbish and authoritarian.

As a girl she was a disciple of the social philosopher Herbert Spencer, and absorbed from him a strong belief in self-help and individualism, and contempt for state intervention. Longing to dedicate herself to something, she transferred her mystical devotion from God to man, working on housing projects in the East End while remaining firm in her disapproval of charitable handouts.

Only when the Poor Law rates proved uncollectable did she shift her allegiance dramatically from individualism to collectivism and state intervention. She also developed what was to be her special contribution to welfare sociology — an insatiable appetite

for collecting information and compiling facts, which made social diagnosis possible. Yet when giving evidence before Royal Commissions, she was capable of falsifying evidence and directing witnesses.

At 25, she fell desperately in love. She was fond of men, eternally castigating herself for her weakness and vanity. The object of her overpowering love and longing was the radical Birmingham businessman Joseph Chamberlain, then president of the Board of Trade under Gladstone, twice widowed and known to be looking for a new wife.

She struggled with her passion in her diaries, which have already been published in three volumes by Virago, so none of this is absolutely new. Beatrice was a brilliant diarist: Carole Seymour-Jones, in between her careful and inevitably laborious accounts of late-Victorian social legislation, might have done better to quote more and paraphrase less.

Chamberlain wanted a worshipful wife who would not contradict him. Beatrice,

voluble and challenging, could never be she. In any case, he did not propose. Beatrice's biographer, in her tenderness for her subject, endorses Beatrice's face-saving belief that it was she who had renounced Chamberlain, and that she could have married him had she wanted. Michael Holroyd, in his biography of Shaw, asserts unequivocally that Chamberlain rejected Beatrice.

Holroyd also sums up admirably the nature of Beatrice's relationship with Sidney Webb, the clever, ugly, tadpole-bodied cockney civil servant whom the dynamic Beatrice married when she was over thirty. But then Holroyd did not have to grapple, as Seymour-Jones must, with the Webbs' weighty life-work.

Beatrice, in the Fabian Society, was reborn yet again as a socialist. The Webbs shared not only a devouring work-ethic but a devotion to the permeation of political life through the nascent Labour party, and the writing of what Beatrice called the "solid unreadable books" which were their child-substitutes.

It was a close marriage which left Beatrice sexually unfulfilled, but mentally and domestically reinforced. Marriage gave her a power-base. She used dinner parties (lots of talk, mainly from her, and not much dinner) to cement her political alliances. She admired Sidney's capabilities; but it was made horribly clear to him at the outset that she found him physically repellent and that she had sacrificed herself to marry him. He could not believe his luck.

In the 1930s she was born again yet one more time, as a communist. This was a return to the blind faith of her religious girlhood. Her uncritical emotional response was accompanied by a bigoted obsession with sexual immorality — rife everywhere except, of course, in the Soviet Union. Sidney followed where she led: the dear man was subjected to the same austere routines and frugal diet that she imposed on her rake-thin self. It is rather a relief to read that after her death he reverted swiftly to an egg-and-bacon breakfast.

Anti-oldies find a voice

In 1969 Michael Horowitz edited the anthology *Children of Albion: Poetry of the Underground in Britain* for Penguin. The sequel and showcase for the next generation, *Grandchildren of Albion: An Illustrated Anthology of Voices and Visions of Younger Poets in Britain*, is, Horowitz claims, only one of several sequels he has in mind.

Large dreams, great visions fuel this enterprise. Horowitz has fought his battles through the Albion anthologies, his *New Departures* editions and the Poetry Olympics readings which he started in 1980 "to restore adventure, enjoyment, answerability and internationalism to a climate of poetry readings which was then by and large in the little-Englished slums."

When *Children of Albion* came out in 1969, Ted Hughes wrote that "for me it is full of surprises, real new beginnings". In 1992, Albion's grandchildren provide fewer surprises simply because many of the voices here already have large and enthusiastic audiences for their work: John Agard, Sujata Bhatt, Merle Collins, Carol Ann Duffy, Linton Kwesi Johnson, Grace Nichols, Fiona Pitt-Kethley, Benjamin Zephaniah.

No-one could make the claim for these grandchildren that they are underground poets like those featured in the 1969 anthology, even though, for the new book, Horowitz has tended to choose work where the poet takes the role of outsider or critic.

Adventure, enjoyment, answerability and internationalism can be found in abundance in *Grandchildren of Albion* and it may be a measure of some of the changes that Horowitz has been working for that these ideas have now burrowed right to the heart of contemporary poetry in all its forms.

The plurality, vibrancy and health of contemporary poetry in Britain are in the hands of many of those included in *Grandchildren of Albion*, poets who are read and heard

Jo Shapcott

GRANDCHILDREN OF ALBION
An Illustrated Anthology of Voices and Visions of Younger Poets in Britain
Edited by Michael Horowitz
New Departures, £9.99

widely, respected and enjoyed. It is a pleasure to see them in this new context. A major drawback of the anthology is that there are too few surprises and new beginnings among the many less well-known poets included, although the Slovene Ifigenija Zagorcnik was one who reached out and grabbed.

But *Grandchildren of Albion* still has plenty of shocks in store. For a start, the book looks unusual, designed to ambush us at every turn. It begins on page 17. Pages one to 16, the introduction and rationale, are published elsewhere.

The poems and lyrics are interspersed with illustrations, some by the poets themselves. Drawings and sketches crawl all over the pages and it is a pity that too often they are not intrinsically interesting enough to avoid making a clutter of an already substantial book.

Horowitz has deliberately chosen to include work which blurs the boundaries of poetry: poems which move towards graphic art in their presentation, song lyrics sometimes a song complete with musical notation. It is certainly not all poetry for the page, and even excellent lyricists and performance poets sometimes look weak in this context. Alongside writers like Sujata Bhatt who are favoured by the page.

Perhaps it is impossible to play out the intention of this anthology between book covers at all. Poetry, as Horowitz has Beckett remind us in the dedication, "is not only to be read. It is to be looked at, and listened to."

Tea-time flesh cats

Robert Nye

COLLECTED POEMS

By Edgell Rickword
Edited by Charles Hobbday
Carcanet Press, £18.95
PRIVATE PARTS
By Fiona Pitt-Kethley
Abacus paperback, £4.99

They flaunted gay shirts and a grand old vice... The line is from a poem by a neglected poet of the Twenties and Thirties, Edgell Rickword, a satire entitled "The Encounter", in which the narrator is accosted in a London street by a member of the artistic homosexual underworld, one Twittingpan, who regales him with all the latest literary gossip and recites to him verses of severe eroticism in which it is very hard to tell who is doing precisely what to whom, and why, and very doubtful whether anyone is enjoying it.

You must meet Iris, she who lives serene in the intense confession of the obscene and drags her tea-time sex-affair all fresh to the dinner-table, like a cat with flesh.

The poem is redolent of an age, a style, a way of life. Today's more easy world will know nothing of it. Yet it still works on the page, as general satire of sexual manners, and in its time it went in deep. Only the other day, rereading Dylan Thomas's early letters to Pamela Hansford Johnson, I noticed (which his editor does not) that he had lifted the lines quoted above and passed them off as his own in an effort to convince her of his sophistication.

Rickword died ten years ago, having become a Marxist and written very little verse in his later life, though Charles Hobbday has managed to dig out a few final specimens for his edition of the *Collected Poems*. It is the Twittingpan and earlier stuff that counts, and if there is not a lot of it then that is part of the point.

The chief impression that comes from Rickword's poems is one of reticence and necessity. Here is a man who did not write much more than he felt he had to write, so that his "collected" poems are really his own "selected" poems, the process of filtering having been done for us by the poet's own critical sense — and to judge the strength of that you have only to recall that Rickword was also the critic who cleared the way for Lewis and Scrutiny with his *Calendar of Modern Letters*.

The book begins with a handful of war poems quite unlike anyone else's. "I shall be mad if you get smashed about..." A soldier capable of addressing his own body with such dandylish spleen is plainly nearer Keith Douglas than Rupert Brooke. Rickword's few poems from the trenches have a curiously second world war smell about them. They are clean of solemn rhetoric, no praise and no protest, just acceptance of the facts, and a style founded upon wit and a will to live. He extended the same

style in some notable erotic lyrics in the decade that followed:

Since I have seen you do those intimate things that other men but dream of: lull asleep the sinister dark forest of your hair

and tie the bows that stir on your calm breast faintly as leaves that shudder in their sleep: since I have seen your stocking swallow up, a swift black wind, the flame of your pale foot...

Such sensuous celebrations were followed by a number of more ratiocinative things, poems about chaos and cosmogony, nearly always in strict metre and rhyming with a classical finality, and then the satires. Whether Rickword's involvement in politics inhibited or stopped his writing verse I cannot say. There are only fourteen poems dated later than 1938, and all of these are slight compared with the intense work he did at the height of his powers. Nevertheless, this volume is an impressive reminder of a neglected talent.

Fiona Pitt-Kethley is now a bit notorious, the Iris of our day, and her third book of verse contains, like its predecessors, plenty of bits of flesh picked over in the name of freely exploring contemporary sexuality. Her better poems are about the difficulty of being a woman poet in a misogynist literary world that would prefer her to be a White-Goddess-substitute.

I enjoyed the puzzled wit she brings to this predicament. Here is the voice of a raucous romantic whose inspiration is disgust at the mediocre quality of the life that has been offered her so far. Her world is deliberately absurd and violent, yet — like Joyce's, who coined the word — her view of it is jocular. Tittering on the edge of doggerel, her art is a habit of never quite falling over. Or, if she does fall, she makes it look like a dive. At her best she is very simple and very sharp.

I think, if there's a Muse — if I were she — I wouldn't like those men who claim to speak my words when they are only using theirs. I wouldn't want groupies who looked like Graves. More of this, and less about her knickers, and she could be really good.

LESLIE THOMAS



The Loves and Journeys of Revolving Jones

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What drives a man to spend his life studying the minds of psychopathic killers? Jay Rayner meets forensic psychiatrist Dr Jeremy Coid

The buildings, so solemn and forbidding, could have been designed with Dr Jeremy Coid in mind. Today the home of the old Hackney hospital, they were built as a workhouse in the reign of Queen Victoria but are only now coming to maturity. The red bricks have had more than a century in which to suck up the smoke and belching fumes of city life: they have turned a colour as thick and dark as clotted blood.

This is the perfect setting for a man whose job involves poking around the murderous mind. As a consultant forensic psychiatrist for the North East Thames health authority, a vast area that takes in some of the most deprived parts of

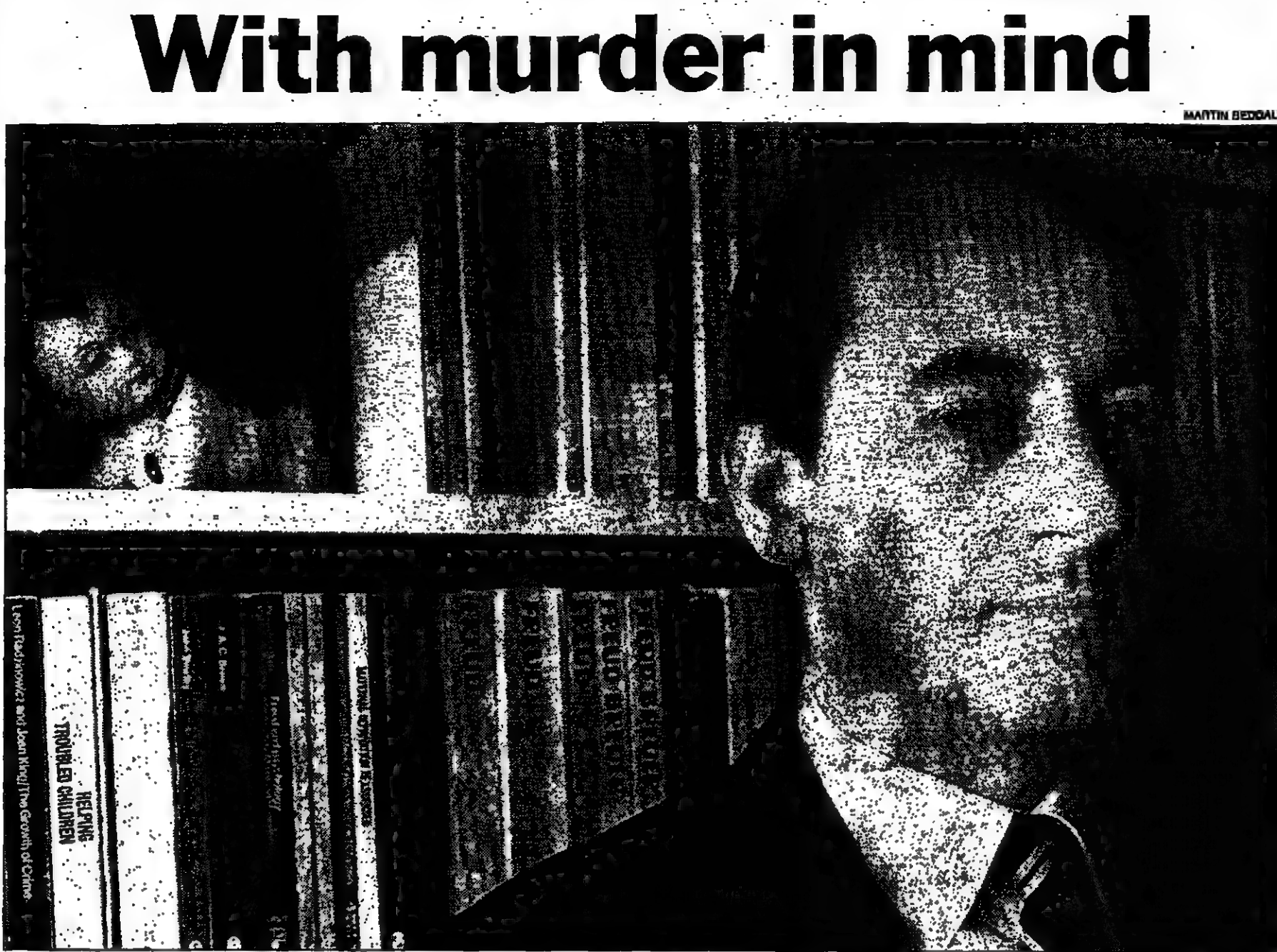
'I see my patients for light relief. They are fascinating. They cram more into six months than I would in six years'

Essex and London's East End, Dr Coid is employed to diagnose and treat the criminally insane. He has to assess an offender's mental state, usually for sentencing purposes.

Just as the buildings fit the job, so does the location: this bit of Hackney is one of the most violent areas of Britain. As a result, Dr Coid can claim to have more experience of mentally deranged violent criminals than almost anyone in his profession. Combined with his special interest in psychopaths, a little-studied group, it is no surprise that when Thames TV was looking for an expert for the final programme in its documentary series *Murder Squad* it chose Dr Coid.

He is a neat man in his early forties. His tidy, understated attire makes him look as though he would be just as comfortable in a surgery in Harley Street, attending to the confusions of the rich and well-connected. Instead he is here, in this office with its walls of bare brick, painted over in sickly shades of green paint like hospitals and schools the nation over. It is just across the courtyard from the secure unit where his 12 in-patients reside.

Dr Coid would not have it any other way. He came to forensic



A cool look at murder: Dr Coid says that the legal category of psychopathic disorder is very loose — "It amounts to little more than that you are exceedingly odd"

psychiatry by way of a degree in medicine at Sheffield. "I remember as a trainee in forensics listening to a patient describe how he had murdered someone," he says. "It was one of the most fascinating things I had ever heard." An 18-month placement at Broadmoor followed by a stint at a secure unit in Maidstone led him to Hackney.

His job, he says enthusiastically, is a great one for getting to know your local patch. "I listen to the Thames News every night to find out if the police have got hold of someone I might be seeing in the coming weeks."

The catalogue of violence that

punctuates our news broadcasts does not depress him. "All of us have a fascination with murder and crime to some degree. That's why programmes like *Crimewatch UK* are successful. Perhaps forensic psychiatrists have a greater fascination than the majority. If anybody in the profession told you otherwise they would be lying," Dr Coid admits to reading the odd novel by Thomas Harris, the author of *Silence of the Lambs*.

A forensic psychiatrist must be a detective. He must gain from his patients — Dr Coid calls them clients — a full picture of their mental state, just as a policeman tries to build a picture of the way a

crime was committed from interviews with witnesses and suspects. "I always get the client to talk me through the details of the crime. The more experienced you become the more you hope you can't have the wool pulled over your eyes. Of course, I'd be lying if I said I'd always managed it."

Does he not find the details of these crimes disturbing? "One overcomes one's squeamishness," he says. "You're able to detach your own emotional feelings. If you heard you couldn't do the job. You have to know what the person is like when they were committing the crime to understand."

"Actually I go to see my patients for light relief. These are fascinating people. They cram more into their lives in six months than I probably would in six years. What I find really stressful is dealing with medical politics and budget plans. That's what wakes me up with a headache in the mornings."

His role, he says, is to be their doctor. In spite of what these people have done he finds he likes the majority of them. Of the 60 people he will personally assess in a year — half the total for the area as a whole — about 10 per cent will be charged with murder. Ninety per cent of those admitted for treatment are male and more than

50 per cent are black. In most cases they are single or separated and between the ages of 18 and 25, "though I did once see an 80-year-old granny who had murdered both her husbands. That was odd."

According to Dr Coid, the biggest problem when making his assessment is a lack of information. "If I have been called in by the defendant's solicitor because they are pleading insanity, I'll have all the medical records I could ever wish for. But when the prison authorities feel an assessment is needed you have very little to work with."

So is it abnormal to commit

murder? "Is it an abnormal act? In terms of psychiatry, one cannot say that. However, to kill your wife with an axe and then pour petrol all over her, for example, you can't have been in a normal state of mind. But that doesn't mean you are mentally ill. I think a lot of people are capable of murder but will never do it."

Dr Coid's special interest in those who are not only capable of murder but want to do it, those termed psychopaths, stems from a belief that the category suffers a diagnosis problem. "The patients I see for my research are detained under the legal category of psychopathic disorder but the definition of that is very loose. It amounts to little more than that you are exceedingly odd so this is the label we are going to give you. It doesn't explain anything at all."

"I don't think that's good enough. Medical practice involves diagnosis and prognosis. If we're not even at the diagnosis stage then we have a problem."

So far Dr Coid has identified two categories of psychopath. There are those with sadistic fantasies such as Dennis Nilsen and the Milwaukee serial killer Jeffrey Dahmer, who both associated sex with killing. Then there are those who simply have a compulsive urge to kill.

The compulsive urge phenomenon is not well described in the psychiatric literature," Dr Coid says. "In this country, many of those with that urge have held back their desires. Generally they want to be taken out of circulation, to be put in prison."

Dr Coid is married to a research psychologist, although he does not share all the details of his cases with her. They are expecting their first child. Does his involvement with so much violence, if only at second-hand, make him wary of bringing a new person into the world? "Perhaps we are more violent than we were 50 years ago, but I think we are probably less violent than we were 50 years before that." He stares at the bare wall before him for a moment and says: "These things go in cycles."

Asked what is the most bizarre case he has ever come across, he stares at the wall once more, as though searching for an answer. "There are so many. What would you call bizarre? I have seen one man who wants to bathe in his victim's blood. He has killed once and would very much like to kill again. I suppose that would be the most bizarre, but only of late."

Dr Coid appears in *Murder Squad*, Thames TV, 9pm, Tuesday, March 17

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PRACTICE MANAGER
51 SLADEN STREET
LONDON SW1X 9BW

Professional secretaries take note!

swissair THE TIMES Holiday Inn

EUROPEAN PROFESSIONAL SECRETARY OF THE YEAR AWARDS 1992

The search is on for the UK's top secretaries and PAs with practical language skills, with a working knowledge of The Single Market and an understanding of the business and social cultural differences between EC countries.

Organised by Blenheim Exhibitions to run in conjunction with The London Secretary & Office Management Show (Barbican 24-26 March 1992), this award scheme is sponsored by The Times with the European Association of Professional Secretaries (EAPS) and The Industrial Society.

£10,000 worth of prizes to be won! The winner will receive a £4,500 two-week holiday for two to Bangkok, courtesy of Holiday Inn Worldwide with flights by Swissair, plus a complimentary secretarial development course with The Industrial Society. Five runners-up will receive two-night weekends for two at the Holiday Inn Crown Plaza Geneva with flights by Swissair.

All winners will also receive a Berlitz language course of their choice, a Vidal Sassoon haircut, a copy of *Mind Your Manners* by John Mole and clothes vouchers from Principles.

For your official entry form phone Blenheim PEL on 081-742 2828, or write to Times Competition, Blenheim PEL, 630 Chiswick High Road, London W4 5BG. Closing date: 6 March 1992. Finalists will attend an interview in London Wed 18 March. Prizes will be presented on Tues 24 March at The London Secretary & Office Management Show.

LEGAL SECRETARIES

Fluent French £10,500: Major London practice urgently need a secretary fluent in French and with good audio skills. Legal, banking or corporate finance experience essential.

Litigation PA £19,000: A senior level position for an experienced commercial litigation PA. Working for one partner (late 30s) in successful medium-size practice.

FOR FULL DETAILS ON THESE AND OTHER POSITIONS CALL 071 836 0041

STATUS LEGAL REC CONS

Daniel Smith
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Well established firm in St. James's require an experienced secretary for senior partner, audio necessary and property knowledge preferred. Salary negotiable.

Write with CV to: P.R. Doyle
Daniel Smith
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London WC1E 6AA
No Agency please

LEGAL PA/SUPERVISOR
£18,500 + Benefits

Use your leadership qualities to supervise and co-ordinate 12 secretaries (bilingual, full-time, part-time). Also support the Litigation Partner who works in litigation. Experience essential. 25+.

Phone 020 83000000

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22+ £15,000 plus EXCEL PACKAGE

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To the administrator of the British Veterinary Trust.

The BVMA Trust, one of the leading trusts in the UK, requires a full time assistant. Excellent typing, shorthand skills and experience with WPA (Word or Word Perfect) essential. An interest in British music and countryside by important addition. Based at an excellent central location in a fine building.

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Send CV to the administrator, BVMA Trust, 5 Garrick Street, London, WC2E 8AN.

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EXECUTIVE SECRETARY

As one of the most successful Management Consultant Companies in the world we have provided our services to major corporations in twenty five countries and on five continents since our founding in 1946.

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As you will be working for the Managing Director of Europe, based at our U.K. Headquarters, and be dealing with the Senior Management of our Company on a daily basis excellent communication skills are required along with fast and accurate secretarial skills including shorthand.

As this is a senior position within our organisation and in view of the skills required we are willing to compensate the person accordingly.

If you feel you meet these requirements please send your CV, to Mrs. Anita Bridgman, noting your recent remuneration and a telephone number where we can contact you to arrange interviews.

All correspondence will be dealt with in the strictest confidence.

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Ref: UK/ES/11/21/2/92

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LEGAL
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Call Barbara Sherwin
Rec Cons
071 255 1555

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With commercial skills offers her expertise in translations from Croatian, Russian and French into English together with high quality typing material.

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WEDNESDAY
Creative & Media Appointments with editorial. La Crème de la Crème: Secretarial appointments.

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Administration Manager

Good base salary plus comprehensive benefits, Berkshire

Microsoft is the world's most influential PC-software developer and publisher and sets standards with its products MS-DOS, Microsoft Word and the Windows applications Microsoft Word for Windows and Microsoft Excel.

Please send full personal and career details to Carol Frisch, Project Assignment Limited, 103B Westbourne Terrace, London W2 6QT. Fax 071-724 9829.

Position
An excellent opportunity to join this successful and fast growing company. Reporting to the Director of Finance and Administration, this new challenging position includes full budget responsibility for all administration services in the UK operation. The main objectives are to develop and execute a strategic administration plan, to establish a centralised procurement and expense control system for all consumables, and to control facilities management, including properties and vehicles.

Mission
Provide and manage efficient purchasing, facility and administration services to encourage maximum productivity and contribute to the continuing development and growth of the subsidiary.

Profile
Ideally aged 28-35 and degree level educated. Minimum five years' experience of managing administration and procurement in a fast growth environment. Excellent management and interpersonal skills. Ability to plan and think strategically and to motivate and communicate.

Microsoft

Corporate Account Managers – Manchester Based

DIVISION

LARGE ACCOUNTS formed March 1990
The large accounts division is divided into two vertical market sectors, Commercial and Finance. The outstanding success of the division in addressing customer requirements is quantified by its continuing growth. These sectors, being key functions of the division, require the highest calibre executives to complement the existing team.

MISSION

In the increasingly competitive business world it is essential for corporations to maximise the efficiency of their IT investment. Microsoft's Large Accounts Division is committed to developing long term partnerships with major corporations to enhance their investment in IT by working towards standardisation on Microsoft strategic products and services. These Account Managers will be responsible for

building strategic partnerships with key corporations in the Finance and Commercial sectors, to enable them to understand and adopt the benefits of Microsoft's platform.

PROFILE

- Age preferably 28-35
- Degree educated or equivalent
- Minimum four years strategic sales experience
- Consistently over-achieving
- Identified within your present organisation as being on the fast track.

Call Paul Fairbank today between 10.00am and 4.00pm on 071 240 7516. Or weekdays 8.30am to 6.30pm, or send your CV Ref PF232, to him at Corporate Executive Search, 27a Floral Street, Covent Garden, London WC2E 9DQ. All agencies are invited to liaise with Corporate regarding suitable candidates.

Microsoft

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Having clearly demonstrated to all around you that you are capable of going all the way to the top you are now looking for the opportunity that could take you there.

This entrepreneurial and expanding chilled food manufacturer is committed to significantly developing its activities and improving its performance. As a result it now needs a number of high calibre individuals to positively manage a programme of change and to take the business forward.

It will be self-evident that we are looking for individuals of outstanding ability. You must meet the following criteria:

- Aged 23-30 with a good first degree
- Able to deliver innovative but practical solutions to a range of complex issues

Excellent Salary + Benefits

- Proven team management and development skills
- Hard working and hungry for success.

You could presently be working in sales, marketing, production or distribution to name but a few alternatives. Provided you have a proven track record of achievement, gained within a blue chip environment, your background is of far less importance than your potential.

These appointments carry an attractive remuneration package.

To find out more about these exceptional opportunities please write to our advising consultant Steve Ingham, Director, Michael Page, 39-41 Parker Street, London WC2B 5LR including full career and salary details.



Michael Page Group
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Major UK Retail Company

c.£150,000 + Equity

Central London

Unique opportunity to join high powered, lean head office team and play an influential role in the management of this successful retailing business.

THE COMPANY

- ◆ High profile holding company.
- ◆ Trades throughout UK and USA. Turnover c£3 billion.
- ◆ Poised for further corporate development.

THE POSITION

- ◆ Responsible for financial management of the business.
- ◆ Support senior management of major trading divisions. Report to Chief Executive.
- ◆ Lead first class head office finance and treasury team.

- ◆ Maintain and build excellent relationships with banks and shareholders.

QUALIFICATIONS

- ◆ Graduate FCA or MBA, probably aged 45-52.
- ◆ First class track record as Finance Director of a public company with mature City relationships.
- ◆ Authority, credibility, strong intellect and outstanding leadership and communication skills.

Please reply in writing, enclosing full CV, Reference LDR952
54 Jermyn Street, London, SW1Y 6LX

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You will be responsible for identifying and developing high value sales into major international corporations.

Fluency in more than one European language would be an advantage.

Remuneration will include a competitive basic salary with performance related commission and large company benefits.

Product Marketing Manager £ Excellent

We seek an experienced Product Marketing Manager to take international responsibility for our X.400 EDI service, using strategic and implementation skills to increase market penetration.

You will have a thorough understanding of X.400, EDI and MDNS, and their potential in the market, preferably gained in a VAN or Systems House environment.

To apply, call Claire Capsey, Recruitment Consultant on: 081-948 8084 (Sunday 11.00am - 5.00pm) or 071-353 0202 (office hours), alternatively send your CV to her quoting reference CC/2302/2 at:

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11-12 Bourville Street
London
EC4A 8DP



071-481 4481

EXECUTIVE OPPORTUNITIES

FAX 071-782 7826

MARKETING AND COMMUNICATIONS - MILTON KEYNES

MK Marketing Ltd

MK Marketing Ltd is the newly formed agency responsible for the on-going marketing and promotion of the City of Milton Keynes with effect from 1st April 1992. The challenges and potential for shaping the UK's most successful new town are considerable. Milton Keynes has already generated significant growth with a population of some 180,000 residents, offers outstanding lifestyle opportunities and can provide the first class careers with some of the world's most progressive organisations. The new agency is now establishing its core team of marketing and corporate communications professionals who will play a vital part in progressing the City's future economic development.

MARKETING

Marketing's task will be to forge close links with UK and overseas industries in order to encourage a further influx of investment to the City.

Marketing Director

The key challenges involve the creation of strategic marketing plans and together with the sector marketing managers, the development of close links with UK and international industry. In addition to establishing detailed market research and analysis by target sector, the emphasis will focus upon direct contact and aggressive marketing.

Probably aged in your 30s to early 40s you will be a professional marketer from a blue chip commercial background and with an international perspective. This role leads a team of three and demands an innovative approach. Ref: MD1/ST

Sector Marketing Managers - 2 Posts

Working with the Marketing Director, these positions centre upon the active targeting and encouragement of inward investment to the City. High levels of creativity and imagination are required in order to develop and realise the marketing objectives.

These roles call for young, energetic people with marketing knowledge, preferably with international experience and well developed selling skills. A background gained within a multinational, marketing driven company would be ideal. Ref: MM1/ST

Contact: Philip Price

To be considered for any one of these positions you must be of graduate intellect, have a confident and mature approach and possess excellent communication skills. Whatever your role you should have the determination and ability to make a significant contribution to the overall success of the agency.

All positions include a pension package and other benefits together with relocation where appropriate.

Please send a comprehensive CV including current salary and daytime telephone number, quoting the appropriate contact and reference to Touche Ross Executive Selection at the address below.

Touche
Ross

MANAGEMENT CONSULTANTS

Leds House, Station Road, Cambridge CB1 2RN

CORPORATE COMMUNICATIONS

The role of corporate communications will be to plan, co-ordinate and deliver dynamic communications programmes in support of business initiatives and aims.

Corporate Communications Director

You will develop overall corporate communications activity and shape a proactive strategy, which will have a positive impact on the City's reputation and its image. You will provide leadership to a small team of in-house professionals and liaise with external agencies. Probably aged 30s to 40s you will have proven business to business PR experience either with an agency or in-house. You must have excellent interpersonal and influencing skills. Ref: CD1/ST

Corporate Communications Managers - 2 Posts

You will develop and implement communications programmes for defined target market sectors in the City and promote the City's positive profile amongst relevant audiences and strengthen and develop such relationships. Probably aged between 25-35 you will preferably have had 3-5 years' professional corporate PR experience in an agency or in-house. You must have excellent writing skills, be able to communicate effectively, and possess excellent presentation skills. Ref: CM2/ST

Corporate Communications Executive

Working as a member of the team you will help develop a wide range of promotional activities with particular emphasis on the development of the City's positive profile amongst relevant audiences and strengthen and develop such relationships. Probably aged between 25-35 you will preferably have had 2-3 years' professional corporate PR experience in an agency or in-house. You must have excellent writing skills, be able to communicate effectively, and possess excellent presentation skills. Ref: CE3/ST

Contact: Sue Ashman

MANAGING
DIRECTOR
DESIGNATE
Commercial
Lines

London & Edinburgh
Insurance Group

THE COMPANY London & Edinburgh Insurance Group is one of the UK's leading general insurance companies and has built its reputation and success on quality products, targeted market strategies and the effective use of Information Technology. The Company is established across three operating divisions covering Personal Lines, Commercial Lines and Reinsurance and Marine.

THE JOB The current Managing Director of the Commercial Lines Division is due to retire within the near future and therefore we are seeking to appoint a Managing Director Designate to build on the current strengths and determine the future direction of this Division throughout the nineties. In addition to controlling all operational aspects of the Division, including achieving agreed profit and growth objectives and motivating a team of high level professionals, the successful candidate will be a key member of the Group Executive and as such contribute to strategic planning and decision processes.

THE CANDIDATE As the successful candidate you are unlikely to be less than 35 years of age and will ideally

be a qualified FCII with a good degree. You will have a successful track record in commercial insurance and show extensive underwriting management experience, including budgeting, business planning and new product development. You will have good contacts with major brokers and a working knowledge of both the London and provincial insurance markets. Additionally, you will have a broad understanding of the latest market developments and of how information technology influences the business.

Good people management skills are essential as is the ability to think strategically in relation to the company as a whole.

The remuneration package for the successful candidate will be very competitive and will reflect the importance that London & Edinburgh Insurance places on this key appointment. If you think you can fulfil these requirements and wish to be considered please write, enclosing a full c.v. to the company's consultants at Box No: 7477, C/O Times Newspapers Ltd, PO Box 484, 1 Virginia Street, London E1 9BD. We are an Equal Opportunities Employer.

MANAGING DIRECTOR
- PUBLISHING

During the last 3 years EMAP Consumer Magazines Division has grown dramatically and now stands as the second biggest magazine publisher in the UK.

Among the 70+ titles are outstanding brands such as *Smash Hits*, *Motor Cycle News*, *Q*, *Practical Photography*, *Angling Times* and more recently *Car* and *New Woman*.

To maintain this rapid expansion the current MD of EMAP Apex Ltd is moving to France to lead our European development. This has created the opportunity to appoint a new Managing Director for Apex.

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Kevin Hand, Chief Executive
EMAP Consumer Magazines Ltd
6th Floor Apex House
Oundle Road Peterborough PE2 9NP

emap.
CONSUMER MAGAZINES LTD

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A New Professional Practice based in Riyadh has vacancy for the following.

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Chartered Architect with vast experience in Design, Research, Project Management with computer knowledge. The candidate must have the experience to perform the following duties.

- Line management such as, development of business plans, development of office procedures and manuals, responsible for line management staff.
- Developing and implementing project management techniques.
- Project start-up, planning, scheduling, monitoring and controlling.
- Managing project team.
- Developing and implementing management system such as scheduling, cost estimating and Quality Assurance.

The position offers challenging job with attractive salary and benefits.

Candidates interested are requested to send their C.V's within one week from the date of this advertisement to the following address.

THE GENERAL MANAGER
P.O. Box 94535, Riyadh 11614
Fax: 4881420, Kingdom of Saudi Arabia
(All applications will be handled confidentially)

LEATHAM'S
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Due to our continued expansion programme, a vacancy now exists for:

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Experienced ambitious team leader with hands-on management skills needed to assume total control of day to day operations, principally warehousing and distribution in the fast moving chilled food sector. Ideally aged 30-40 of degree calibre, and with previous computer experience. Initial salary £25K+ plus car.

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Enthusiastic potential man-manager required to fulfil supporting operational role as above, previous industrial experience preferable. Salary c.£15K.

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Self starter with suitable science degree required to assist the company and its suppliers in conforming to the latest food and hygiene legislation. Salary c.£15K.

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Strong organiser to monitor and control high value/high volume stock holding, must be highly numerate and methodical. Salary c.£15K. Applicants should forward a current C.V. with covering letter stating present salary and the position applied for to: Janet Chisholm, Leatham's Larder Plc, 1/1A Bethwin Road, Camberwell, London SE5 0YJ.

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Qualified in accountancy or with a business degree, you will have experience in retail management or in business management with a motor manufacturer. Most importantly you will have the ability and personality to teach, not preach, weaving theory and practical experience into interesting and entertaining course material. You will design, develop and present new training programmes, as well as reviewing and improving existing material, and managing external training consultants.

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An individual with exceptional leadership qualities, drive and professional ability is sought to join Trent's Board as an Executive Director. He or she will be expected to make a major contribution to the development of policies and strategies for the Region on a corporate basis and to provide leadership for the Finance Function during an exciting, demanding and fast-moving period of change in the NHS. Trent is proud of its record of sound financial management and the postholder will be expected to maintain this whilst helping to develop the contracting skills which will ensure that the Region's money works best for patient services.

TRENT health

Applicants should be professionally

qualified and able to demonstrate a successful track record of financial management at a senior level in a large and complex organisation. The Finance Director works with staff from all disciplines in the NHS and good interpersonal and communication skills are essential.

Trent Health is based in a pleasant semi-rural area of Sheffield, close to open countryside. The salary package and associated benefits, which include performance related bonus, pension scheme, car and generous relocation package, are negotiable and will not prove a barrier to the right candidate.

If you wish to discuss the post informally, please contact Ken Punt, Director of Finance, on (0742) 630300. An information pack is available from Liz Brownhill ext. 275 or write to Acting Director of Personnel, Fulwood House, Old Fulwood Road, Sheffield S10 3TH. Closing date 20th March 1992. Please quote reference EAB 093.

Trent Health aims to be an Equal Opportunities Employer and welcomes applications from all sections of the community.

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Candidates should have a proven track record in selling integrated solutions, experience of the insurance or legal market would be advantageous. Opportunities exist for experienced salespeople to sell:

- * Banyan, Novell and Imaging solutions.
- * A specialist range of telecommunications products ranging from sophisticated LAN Bridges to secure dial-back systems.
- * Unix, ATM and DOS-based integrated solutions.

Successful candidates can expect a generous remuneration package along with benefits associated with a position of this nature.

These are rare opportunities within a young and dynamic profitable organisation. Please write enclosing your full Curriculum Vitae to: Craigie Coulson, Text Systems Limited, TSL House, 16-18 Marshfield Road, London SE1 1HL. (No Agencies Please)

071-481 4481

EXECUTIVE OPPORTUNITIES

FAX 071-782 7826

Purchasing ManagerInformation
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c £45,000, Car,
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A rare opportunity exists within a major IT Company to ESTABLISH a value added Purchasing function. You will be expected to reduce costs of products, goods, and services, monitor contractual terms with vendors, to reduce commercial risk, and establish long term supplier relationships involving major purchasing negotiations.

Reporting to the Finance Director you will be accountable for a Purchase Ledger of circa. £30 million ranging from hardware, software, and spares, to traditional office supplies. Aged 35-45, probably a graduate and Member of the Institute of Purchasing you will have a minimum of eight years' purchasing experience, including at least three years in a management role. Detailed knowledge of hardware and software procurement with a computer manufacturer or major IT User is essential together with commercial expertise related to risk assessment and contractual negotiations at executive level. A second position for a Purchasing Executive at circa. £25,000 is also available, reporting to the Purchasing Manager.

Candidates should submit a detailed CV showing career achievements to: Mr. C. Peters, Hoggett Bowers plc, 1/2 Hanover Street, LONDON, W1R 9WB, quoting Ref: H11092/ST.

Hoggett Bowers

BIRMINGHAM, BRISTOL, CAMBRIDGE, EDINBURGH, LEEDS, LONDON, MANCHESTER, NEWCASTLE, WINDSOR and representatives throughout EUROPE

Operations Director

Electronic Assemblies

South Wales

c £45,000, Car,
Bonus/Equity Package

In the highly competitive European contract assembly market, Race Electronics has achieved unparalleled growth and now has a leading producer reputation with major international customers. This success has resulted in the need for a restructuring into separate business units dealing with discrete customer groups. Reporting to the Managing Director, you will be accountable for all aspects of the profitable operation of a unit with its own site, around 350 people and a turnover around £35 million and growing. Ideally a graduate calibre engineer, you will essentially have broad manufacturing management experience in progressive, high volume, high flexibility electronics assembly preferably in a plant with significant surface mount capability. This position has general management breadth and you will need a sharp commercial eye, a success record in coping with huge logistics challenges in materials and resource utilisation and a shirtsleeves approach towards getting things done. The excellent package includes relocation and there is real potential for career growth.

Male or female candidates should submit in confidence a comprehensive cv. to, A.D. Pegge, Hoggett Bowers plc, 90 Queen Street, CARDIFF, CF1 4ER, 0639-721888, Fax: 0639-722622, quoting Ref: D19015/ST.

Hoggett Bowers

BIRMINGHAM, BRISTOL, CAMBRIDGE, EDINBURGH, LEEDS, LONDON, MANCHESTER, NEWCASTLE, WINDSOR and representatives throughout EUROPE

Factory Manager

FMCG Manufacturing

South West

c £40,000
including Bonus.
Car, Stock Options

This significant and impressive facility, part of a major international group, manufactures a range of very well-known leading brands, and has a turnover in excess of £100m. As a result of an internal promotion a vacancy exists for a factory manager who will be responsible for all operations at this complex site with over 500 employees. Applicants, probably aged 35-50, must be technically qualified graduates, ideally in chemical engineering with a significant track record at a senior level in FMCG manufacturing within major organisations. A decisive manager with strong leadership skills you must be able to demonstrate a record of achievement in terms of introducing change and improvements to the operations which you have managed, and your experience must have been in a quality focussed environment (eg. BS5750, TQM, JIT and continuous improvement). This is an excellent career opportunity for an individual who can provide effective leadership to the operations management team in a growing business. The attractive fringe benefits package will include a substantial bonus incentive, share options, company car, plus relocation assistance where appropriate to this very attractive area.

Male or female candidates should submit in confidence a comprehensive cv. to, M. Stein, Hoggett Bowers plc, Brunswick House, 61-69 Newmarket Road, CAMBRIDGE, CB5 8EG, 0223-324441, Fax: 0223-323250, quoting Ref: F21020/ST.

Hoggett Bowers

BIRMINGHAM, BRISTOL, CAMBRIDGE, EDINBURGH, LEEDS, LONDON, MANCHESTER, NEWCASTLE, WINDSOR and representatives throughout EUROPE

A Dynamic Marketing Environment

- Do you bring both exceptional creativity and sound, well considered judgement to your marketing initiatives?
- Do you invariably gain the attention of others and get their commitment to what you propose?
- Do you really enjoy a challenge and overcoming obstacles to achieve measurable results?
- Have you an outstanding ability to think strategically, prioritise and follow through?
- Are you a highly motivated person, setting yourself stretching targets to achieve?
- Do you pride yourself on your professionalism and highly responsible attitude?
- Are you aware of the power in building close, positive relationships with those with whom you work?

VOLVO**A Focused Business Strategy**

Key to the success of Volvo Concessionaires has been a consistent strategy, coupled with imaginative marketing of products renowned for safety, reliability and durability.

We are now seeking a highly talented 'AFTERSALES MARKETING MANAGER' capable of taking major marketing initiatives to further develop our total range of After-sales products and services. Reporting to the Marketing Director, you will lead a team responsible for planning, developing and executing marketing strategies to drive forward the £250m After-sales operation and enhance still further our high levels of customer retention.

A stretching brief and one that calls for a marketer of the highest calibre. Of graduate level and ideally in your 30's, you will, in all probability, have knowledge of the After-sales business or a background including logistics, management sciences or business analysis.

In addition to an excellent salary and an outstanding benefits package, we also offer the backing and opportunity for you to attain real success in an environment which will recognise and reward your achievements.

If you are genuinely interested in this challenging opportunity based in Marlow, Buckinghamshire please call Sharon Mason at the Varsity Recruitment Centre (Consultants advising on this key position) on 0932 828528. Sunday 23rd February: 10.00am - 2.00pm. Office hours: 8.30am - 7.00pm.

Closing date: 28th February 1992.

**DUBAI CREEK GOLF CLUB****GENERAL MANAGER**

This is an exciting opportunity to play a key role in the success of the Creek Golf Course and Marina Club situated in the centre of Dubai. The Creek project has already attracted worldwide interest and acclaim.

The General Manager will be responsible for the day-to-day operation of the Golf Course and Marina Complex. Communication and promotional skills are essential to ensure timely information is effectively transmitted to members, guests and also the international golfing fraternity. In addition to the ongoing responsibilities for development of business, monitoring income and expenditure and management reporting functions, the successful applicant will recruit and supervise all department heads, eg., golf director, marina manager, etc.

The ideal candidate will have a proven track record in a similar function, and a sound knowledge and understanding of the game of golf, and marina operation.

The obvious status associated with this unique project is supported by an attractive remuneration package including a basic salary and performance related bonus. Living accommodation, car and membership privileges will be included within the package.

Written replies with full Curriculum Vitae in strict confidence to:

The Government
Project Co-ordinator
Dubai Creek Golf Club
P O Box 12188
Dubai
United Arab Emirates

**Risk Manager, International.**

Salary negotiable (£30K-40K), plus benefits.

We are a worldwide environmental services company seeking an experienced professional to fill a newly created position of Risk Manager, International.

This London based position provides a number of services to our international subsidiaries including the establishment and management of safety and claims management programmes, administration of insurance programmes, and co-ordination of programmes with our US corporate office.

Candidates should be graduate calibre, preferably with professional qualifications. You will need to have a minimum of 10 years experience as a Risk Manager in insurance, safety and claims. Experience in European employee benefits would be a plus.

Please send c.v. to:
WMI Waste Management International,
Human Resources Office, Windsor House,
55-56 St James's Street, London, SW1A 1LA
(no telephone calls please).



WMI Waste Management International

GENERAL MANAGEMENT IN RETAIL.

The leading department store group requires the expertise of managers for their department stores in the U.K., who have been involved in senior management retailing for at least ten years.

Responsibilities will embrace producing the required profits, planning, directing and controlling the day to day running of the sales floor in order to optimise customer service, presentation and housekeeping, visual merchandising, promotional activities, shrinkage and budgets are also key functions.

To be effective in these positions, candidates will need attention to detail, commitment, a high energy level and the need for change and the determination to implement it. Excellent interpersonal skills are also essential.

If you meet the above requirement, please apply in writing enclosing a full C.V., including details of present salary and benefits to:

Peter Wallace, Personnel Controller,
House of Fraser (Stores) Limited,
1 Howick Place, London, SW1P 1BH.

**HOUSE OF FRASER****Retail and Commercial Manager**

The South Bank Centre is Europe's largest centre for the arts and provides an unsurpassed range of events at its three concert halls and the Hayward Gallery.

We are currently seeking a Retail and Commercial Manager to develop our retail and services facilities at the Royal Festival Hall and Hayward Gallery. Experience of managing concessions, including catering, in a large venue will be a distinct advantage.

We require candidates to possess at least 3 years' retail management experience and a good overall knowledge and experience of marketing, preferably within an arts or leisure environment.

The position also demands excellent negotiating and communication skills, as well as proven ability to motivate staff, both directly and through a franchise operation.

Salary within the range £19,961 - £24,891 according to experience. The appointment will be on a two-year contract.

For further details and an application form, please send a large stamped addressed envelope to the Personnel Department, South Bank Centre, Royal Festival Hall, London SE1 8XX. No CV's please. Closing date for return of completed application forms: Wednesday 11th March and initial interviews will take place on Monday 23rd March 1992.

The South Bank Centre welcomes applications from all sections of the Community regardless of race, colour, ethnic or national origin, age, marital status, sex, sexual orientation, disability or religious beliefs.

The World's No.1 Centre for the Arts

071-481 4481

EXECUTIVE OPPORTUNITIES

FAX 071-782 7826

OIL INDUSTRY CONSULTANTS

Develop your analytical skills into a leading consultancy career

Excellent Banking Package + Car - Edinburgh Based

Our client - the Business Consultancy arm of a major financial services group - is seeking two consultants to join its downstream oil team. Established for nearly 20 years in the oil industry, this Edinburgh-based consultancy has earned a world class reputation for the quality of its work and the pedigree of its client base which covers the industry and investment sectors.

Oil Marketing Consultant

The successful candidate will lead a team designing and developing a consultancy product covering oil marketing and distribution in Europe, an area of expansion for the group.

A good degree and a minimum of 5 years' oil industry experience with at least 3 years in retail/wholesale oil product marketing is essential. International experience and a second European language would be an advantage.

This demanding and interesting position will require outstanding communication and analytical skills and the credibility necessary to deal successfully with clients at senior level. It will offer those currently on the fast-track within their own organisation the opportunity to become a leading oil consultant.

Oil Analyst

Focusing on the downstream market your responsibilities will stretch from research and analysis to report writing and marketing the team's services. One of your priorities will be to develop influential contacts - a senior-level dialogue that will help you to become a leading commentator on oil internationally.

A good degree is essential, as is at least 2 years' general experience of the downstream oil industry. You should be an outstanding communicator with excellent writing skills - perhaps as a journalist currently working for one of the quality oil industry publications. Computer literacy is also essential and you should ideally possess a second European language.

The excellent career prospects reflect the stature of the company and are supported by a competitive remuneration package including low cost mortgage, company car and non contributory pension scheme. Please write with full CV, stating the names of any organisation to which your application should not be forwarded, to T.G. West, Managing Director, Ref 460, Associates in Advertising, 5 St. John's Lane, London EC1M 4BH.

ASSOCIATES IN ADVERTISING

INFORMATION SYSTEMS PROJECT MANAGEMENT
FINANCIAL SERVICES SECTOR

Deliver your potential

You already possess a wealth of project management experience, including large-scale package implementation, the application of structured methods, formal project management techniques, plus systems development.

Now it's time to capitalise on your knowledge, with an important career move which offers challenge, opportunity and reward in equal measure; the management of high-value, high-profile, long-term IS projects for a variety of blue-chip clients both in the UK and throughout Europe.

You will be joining a leading firm of management consultants and accountants with an international reputation for providing effective business solutions. Ideally, you will have a good degree and eight years' financial sector background - specifically in insurance, retail banking or the capital markets - four of which should have been spent in a project management role. One or more European languages would be a distinct advantage.

In your current position, you're a team-builder, with excellent interpersonal skills; and your thorough, analytical approach complements your undoubted ambition and determination. You're pragmatic, with hands-on experience of all aspects of the development life cycle, sensitive to corporate culture, yet strong enough to command the respect of senior management. In short, you have the credibility, practicality and maturity the position demands.

When we add to our team, we choose people of the highest calibre and reward them accordingly. If you consider you have a contribution to make, please write, enclosing your CV, to Peter Robin, Partner, Coopers & Lybrand Deloitte, Plumtree Court, London EC4A 4HT, quoting Ref ST012 on both envelope and letter.

Coopers & Lybrand
Deloitte Solutions
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Demand more than well meaning Career Counselling or Outplacement advice. Insist on real direction to your job search based on current market intelligence and interview feedback with the most advanced Inplacement and Outplacement facilities.

Our subsidiary InterMEX accesses over 6000 unadvertised vacancies annually - mostly between £40,000 and £200,000 p.a. - and makes recommendations from its approved candidate bank without charge.

Telephone Keith Mitchell on 071-930 5041 for an exploratory meeting without obligation.

Landseer House, 19 Charing Cross Road London WC2H 0ES
Tel: 071-930 5041 Fax: 071-930 5048

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SALES MANAGEMENT

RPC Containers

Northants

RPC Containers are rapidly building an enviable reputation for the quality and technical excellence of their plastic packaging for the food industry. With a modern, purpose built factory, latest generation production equipment and a wide customer base, including many "blue chip" names, they are ideally placed to optimise the business opportunities available in this sophisticated growth market.

SALES AND MARKETING MANAGER

Negotiable to £30k+Car

Resulting from internal promotion, the company seeks a professional Sales and Marketing Manager to drive the continuing growth and development of sales both in the UK and overseas. As a member of the

Executive Management Team, the Sales and Marketing Manager will also enjoy a wider role in determining the strategic direction and future prosperity of the business.

PRODUCT SALES MANAGER

c.£21k (ote £25k)+Car

This challenging role, reporting to the Sales and Marketing Manager, carries responsibility for the management of existing major

accounts in multi-layer blow-moulding and thermoforming and the sourcing and development of new business.

The successful candidates will be of graduate calibre with extensive sales management experience in plastic packaging for food. Both positions require a level of technical competence necessary to operate successfully at senior level in this demanding market place. These unique and challenging opportunities each offer a highly attractive rewards and benefits package.

Please write with full CV quoting Ref: 5078 for Sales and Marketing Manager and Ref: 5088 for Product Sales Manager to Arthur Critchley, Barnes Kavelle Ltd, Human Resource Consultancy, Cavendish House, Queen Street, Mirfield, West Yorkshire WF14 8AH.

BARNES
KAVELLE

RECRUITING

EXCELLENCE

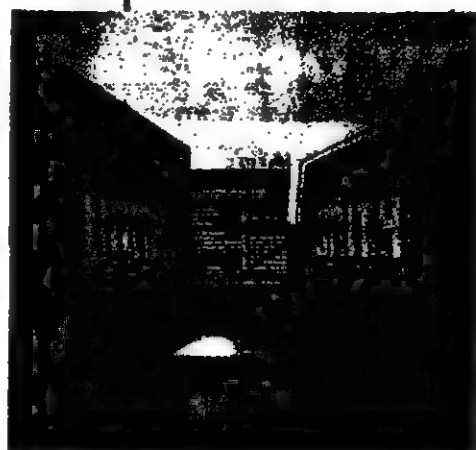
BROOK
STREET
COMPUTERS LTD

Sales Executives

High Achievers in Open Systems Solutions

Nationwide • Unlimited Earnings

Brook Street Computers is an international computer company whose software solutions are recognised by competitors as well as customers as being the best available in the Open Systems environment. Our team is highly motivated and is currently enjoying significant success. Our major product, "UNITY", is a total business systems product encompassing distribution, manufacturing accounting, sales and marketing, and pay roll, and is fully integrated with the Uniplex 11+ Office Automation package.



As a wholly owned subsidiary of IMI plc, one of Britain's largest industrial concerns, we have financial strength and commitment to continued expansion. We are therefore growing our winning team with additional sales professionals who share our values and aspirations.

It would be advantageous if your experience had come through selling in the Open Systems environment where our products are held in the highest regard. However, of even greater importance is your drive and ambition to win, and your skill and capability to sell high-value total business solutions and deal at all levels in multi-national corporations.

In order to succeed you will need to be an ambitious self-starter with a high degree of personal pride who has the personality and communication skills to establish close contacts throughout the company and with business partners. For those who have proved themselves, opportunities in sales management will become available.

You are probably now earning well, but you know that your ability could earn you more if only you had the product and the company - that is what we offer.

Start talking to us soon. Begin by calling David Woodhead at our advising consultants, Cathy Tracey & Associates Limited, today between 10.00 am and 2.00 pm on 0252 842816. Alternatively fax your CV to David on 0734 771223 or post it to him at the address below, quoting reference DWT791.

Cathy Tracey & Associates Ltd
Staverton House, 3-5 Cavendish Road, Watlington
Berkshire, RG11 2EH. Tel: 0734 771223 Fax: 0734 771223

PURCHASING ♦ CONSULTANTS

"DRAMATICALLY IMPROVE OUR CLIENTS' PROFITABILITY"

MARKET LEADING SALARY + BONUS + EQUITY PROSPECTS

ADR operates as a specialised consultancy committed to making purchasing a company strength. Working from the UK, but across Continental Europe, North America and Asia Pacific, we have excelled at producing measurable cost improvements that significantly boost profits for our clients.

Due to planned expansion, our need is to add to our team, purchasing professionals who possess:

- Expert purchasing skills with a proven record of achievement in vigorously managing purchasing costs;
- Acute awareness of the profit potential from purchasing, together with the commercial acumen to realise that potential with suppliers.

- A personal preference for working in an unsupervised manner while applying leading edge purchasing practices and cost management techniques;
- Wholehearted commitment to client satisfaction and our joint success.

Age of consultants is less important than professional maturity gained by applying the very best purchasing practices for a minimum of seven years. There will be no requirement to relocate but you must be prepared to work away from home, both in the UK and overseas.

To apply, please send your C.V. in confidence, to Jon Hughes at ADR:

The Old Court House, London Road, Ascot, Berkshire, SL5 7ER
Tel: 0454 28631 Fax: 0454 873205

ADR

DEVELOPING LEADERS IN PURCHASING WORLDWIDE

PRODUCT DEVELOPMENT CHAMPION

A LEADER WITH VISION

Substantial package including stock options

IXI Limited is a fast expanding market driven international software company, with an exceptional range of products designed for high growth markets. From a Cambridge base we already have successful operations in the United States and Japan.

The company is searching for a "world class" Product Development Manager to lead and develop a young, brilliant team of engineers. In addition to providing technical focus and leadership, the role will have a high technical content to ensure that IXI develops and refines high quality, industry leading products - both OEM and Shrink Wrap. It is essential for the person appointed to have a strong vision and intimate knowledge of what the market wants, both now and in the future.

We would like to discuss this entrepreneurial role with highly motivated people who meet the following criteria: you will have at least four years' experience of C, UNIX, Graphical User environments, and leading software development projects for products (not bespoke software). You will have excellent communication skills, high intellectual abilities and experience with business relationships.

If you feel that you can contribute to the IXI success story, send your curriculum vitae as quickly as possible to our consultants. Please address your reply, quoting reference PDM/IXI/GK, to Geoffrey King, Managing Director, Cambridge Recruitment Consultants, 11 King's Parade, Cambridge, CB2 1SJ. Tel 0223 311316; Fax 0223 316152.

IXI

071-481 4481

EXECUTIVE OPPORTUNITIES

FAX 071-782 7826

SENIOR MANAGER-DIGITAL SWITCHING

*A key man-management
and technical role*

*Excellent package
South East*

Our Client, a highly successful and profitable division of an international telecommunications operator is now set to enhance and further develop its Network. Meeting such growth and maintaining the highest standards is achieved through a commitment to quality that permeates throughout the organisation.

To be able to meet its objective, our Client is looking for an experienced telecommunications industry professional with strong management and technical expertise, to ensure the provision of a leading edge switched network.

This senior role will include managing a staff of up to 100 as well as controlling substantial capital expenditure and operational budgets. Of chartered engineer status and preferably with a business qualification e.g. MBA, you should have a minimum of 15 years experience within the telecommunications industry with a thorough understanding of Digital Switching Technology & Planning.

First class communication skills, the ability to excel within a pressurised environment and a strong customer oriented attitude are essential prerequisites for this high-profile position.

The salary will reflect the undoubted importance of this position. The package also includes a company car, private family health care, an excellent pension scheme, relocation where appropriate and other major company benefits.

Prospects for personal development and career progression are outstanding. For an initial confidential discussion, please call Kevin Warman today between 11am and 3pm on 0753-840279 or from tomorrow on 071-255 3200. Alternatively, please forward your detailed cv to him at Stafford Long & Partners Recruitment Limited, 12-14 Whitfield Street, London W1P 5RD. Please quote reference 5469.

82 PARTNERS

SALES AND SERVICE DIRECTOR c £50,000+ Northern Based

Part of a major industrial services group, our client is a U.K. market leader within its sector, with a turnover of £48m. The Company has enjoyed remarkable success in terms of market penetration and profitability.

To build further on this success, the company now wish to appoint an experienced Sales & Service Director with the necessary drive, focus and direction to build a highly motivated and professional team of major account and field based sales/service staff operating throughout the U.K., in what is undoubtedly a highly competitive commercial environment.

As a service industry professional, you will be expected to impact significantly on the Company's business potential, not only through your hands on leadership of the sales function, but through the initiation and implementation of strategies designed to achieve first class levels of Customer Care and Service.

Aged 35 - 45, of graduate calibre, you should be able to demonstrate a solid record of achievement in a predominantly service based industry. You must be results orientated and possess the necessary interpersonal skills required to initiate change and establish your credibility within the industry.

The excellent package includes a high basic salary, bonus potential, share save scheme, prestige company car and a wide range of large company benefits.

Please write in confidence, enclosing a full resume and explaining how you meet our requirements to:

STEPHENSON-HAYES

Search & Selection

Number Four, Talton Close, Solihull, West Midlands B90 4UD.

**Touche
Ross**



IS MANAGER, EUROPE International Retail Group

S. Hants to £35K + bonus + car

Operating through its European, North American and Australian Divisions, and with worldwide sales of over £300 million, this UK retail group has maintained a pattern of profitable growth and is a market leader in its specialist business area.

Reporting to the Finance Director, Europe, and working closely with the Group IT Director, you will be responsible for implementing Group IT strategy and standards in this, the largest Division. Operations are based on IBM mid-range systems and the department numbers some 25 staff. Significant developments are planned in support of continued business expansion and diversification throughout Europe.

Probably under 40, and with a strong project management background, you will have excellent experience in applying structured methods in the development and implementation of advanced in-store and supply chain management systems. You must also have strong communication skills, a user-perception and the ability to balance management vision with a practical team orientated approach. Long term prospects in this exciting, high profile environment are exceptional.

Please send a comprehensive resume, including daytime telephone number, quoting reference 3229, to Neil Cameron, Touche Ross Executive Selection at the address below.

MANAGEMENT CONSULTANTS

1st Floor, Hill House, 1 Little New Street, London EC4A 3TR. Tel: 071 936 3000.

Ahead of The World - the very best in I.T. sales

A NEW EUROLINK MARKETING INITIATIVE developed in association with the DTI has been successfully implemented and is now highly productive.

To further develop this new and highly successful initiative, The Eurolink Group plc. is expanding its existing team with the introduction of an autonomous and high profile sales force to exploit these newly identified opportunities.

The successful candidates will already be prolific and enthusiastic sales people, operating at the highest levels in I.T. consultancy sales to related vendor or service sector industries.

In addition to the determination and ambition which has already made you a consistent top

three performer in your company, you will be no stranger to opening doors and building relationships at both senior management and Director level.

The Eurolink Group plc has offices across the U.K., as well as in Europe, the U.S. and Australia, and the opportunities for you to forge the management team of the nineties, feeding from our Global Support Network, are as far reaching as the network itself.

Base salaries are £20 - 30K with current O.T.E. figures in the region of £50 - 60K. Our elite team is currently earning in excess of £100K.

Be the driving force behind new centres of excellence, write, phone or fax your C.V. to Mrs. Cynthia Payne, at the address below.

**EUROLINK
- GROUP PLC -**

BLENDHILL HOUSE, 56 OLD STONE, BRIGHTON BN1 1NH. Tel: 0273 362316 Fax: 0273 722344

FUND RAISING DIRECTOR

National Charity up to £50k + Car

Our client is a large and well known health care charity seeking to dramatically enlarge their ability to respond to ever increasing demands and to break new ground.

The Fund Raising Director will play a key role by leading the charity's fund raising and marketing activities. Main responsibilities will be maximising the impact of the substantial advertising/promotion budget and motivating managers, staff and several thousand enthusiastic volunteers to meet the current increase in needs and facilitate innovation. This could form a challenging and worthwhile second (or third) career opportunity.

Candidates are sought from directors or senior managers in their late 40's to mid 50's with a successful career in sales and marketing in a business providing goods or services to industry or directly to the general public. Achievement in innovative marketing and the motivation and control of a sales force are key attributes. A wide range of top contacts is important and knowledge and involvement in charities would be an advantage.

The remuneration package includes excellent benefits together with relocation assistance to the London area if necessary.

Applicants should write, in confidence, giving full personal and career details, quoting reference 980/ST, to:

St. James's MANAGEMENT RECRUITMENT
33 St. James's Street, London SW1A 1HU
(071-493 1788)

The Recruitment Division of John Lloyd & Partners Limited, Management Consultants

Wrong job -Redundant? Neither means being out of the running

We are a team of career professionals who care about your future, whether you are employed or not. Finding the right job is all about confidence, aptitude and contacts. Our expertise is comprehensive and individually tailored to meet your needs, goals and the right position - usually within the unadvertised market.



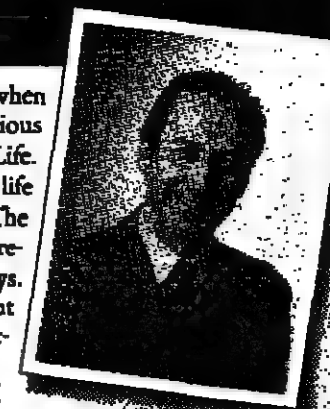
Call Wilson McKenzie to arrange an initial meeting.
Sunday 0831 531721 - Office Hours 071 694 2428

**McKenzie
Waterman**

McKenzie Waterman & Co.,
St. Alphonsus House, Farn Street, London EC3Y 9DA

B A R C L A Y S L I F E

I USED TO BE A LANDSCAPE GARDENER. NOW MY CAREER IS BLOOMING AT BARCLAYS LIFE.



My confidence really grew when I discovered I didn't need previous experience to work at Barclays Life.

All it takes is experience of life and the ability to communicate. The rest comes from the really comprehensive training provided by Barclays. And that includes learning all about pensions, life assurance and investment plans.

When I joined, I was attached to one of their branches. Now I have the backing of the Barclays name and access to a broad base of customers. Of course I have to develop my own contacts, too.

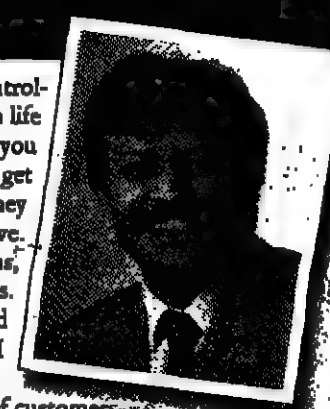
Compared with my last job everything's coming up roses. In fact, it's up to me what I earn. It's that kind of job.

If you can drive, have the use of a car and want to break new ground, why not call Barclays Life yourself on 0800 365388 and quote reference number T14D272. They'll then arrange for you to find out more at one of their seminars.

(Text taken from typical comments from Barclays Life employees.)
Barclays Life is an equal opportunities employer. All Barclays employees must comply with the high standards set in our ethical and caring Code of Practice.

B A R C L A Y S L I F E

I USED TO WORK AT THE AIRPORT. NOW I'M A HIGH FLYER AT BARCLAYS LIFE.



After years as an air traffic controller I never thought I'd land a job in life assurance. That's until I discovered you don't need previous experience to get a job at Barclays Life. The training they gave me was really comprehensive. They taught me all about pensions, life assurance and investment plans.

When I joined, I was attached to one of the branches. Now I have the backing of the Barclays name and access to a broad base of customers. Of course I have to develop my own contacts, too.

Compared with my last job, I'm a high flyer. In fact, it's up to me what I earn. It's that kind of job.

If you can drive, have the use of a car and want to spread your wings, why not call Barclays Life yourself on 0800 365388 and quote reference number T14W272. They'll then arrange for you to find out more at one of their seminars.

(Text taken from typical comments from Barclays Life employees.)
Barclays Life is an equal opportunities employer. All Barclays employees must comply with the high standards set in our ethical and caring Code of Practice.

B A R C L A Y S L I F E

I USED TO WORK IN CONFECTIONERY. NOW I MAKE A MINT AT BARCLAYS LIFE.



I always fancied myself in a selling job, even though the only experience I had was with lollipops and lemon sherberts.

Barclays Life didn't mind. The training they gave me was really comprehensive. They taught me all about pensions, life assurance and investment plans.

When I joined, I was attached to one of their branches. Now I have the backing of the Barclays name and access to a broad base of customers. Of course I have to develop my own contacts, too. Compared with my last job I'm a mint.

In fact, it's up to me what I earn. It's that kind of job.

If you can drive, have the use of a car and want to try a different kind of selling, why not call Barclays Life yourself on 0800 365388 and quote reference number T14O272. They'll then arrange for you to find out more at one of their seminars.

(Text taken from typical comments from Barclays Life employees.)
Barclays Life is an equal opportunities employer. All Barclays employees must comply with the high standards set in our ethical and caring Code of Practice.

B A R C L A Y S L I F E

DIRECTORS/MANAGERS

UNEMPLOYED: EX PAT: CAREER RUT: RECESSION HIT

You need a new position. With hundreds of applicants applying for each advertised position, how can an individual compete in the marketplace? Fletcher Hunt are not an agency, but a specialist team established to help individuals seeking fast career change to find the right position quickly and professionally, normally within the unadvertised market. Consultancy is sometimes available to our unemployed clients.

Phone Richard Holmes on 071-436 8886
59 Doughty Street, London WC1N 1LT
London 071-436 8886
North West 0643-625022
Norwich 0693-820054
Yorkshire 0422-969353
Plymouth 0758-444444
Dorset 0905-555555
Newcastle 091-224 1010
Bristol 0273-300824
Hong Kong

Fletcher Hunt plc.
CAREER CONSULTANTS

John Lloyd

071-481 4481

EXECUTIVE OPPORTUNITIES

FAX 071-782 7826

"...TIME AND TIDE WAIT FOR NO-ONE..."

If you feel your potential is being submerged, now could be the right time to set course for new horizons with Transpac.

We are one of the fastest growing UK companies in the provision of X25 data networking, outsourcing, facilities management and value added network services. Backed by Groupe France Télécom, Transpac are operators of the world's largest X25 public data network. Our success is based on the high quality and range of services that we can provide. We are now looking to further our UK expansion by recruiting additional experienced executives. All appointments require either proven skills in the VAN service industry or success in working with blue chip customers in allied disciplines.

MARKETING MANAGER To £45000

Reporting to the Director of Sales and Marketing, you will be involved in formulating and implementing our corporate communications strategy, orchestrating internal and external marketing resources and managing the introduction and evolution of new products and services.

ACCOUNT MANAGERS To £45000

To take total responsibility for the growth of revenue from key accounts as well as targeting new business opportunities within those and other accounts in that business sector. You should have a proven history of success and an ability to deal at the highest levels within your customer base.

SALES EXECUTIVES To £35000

Already an over-achiever in your present company, you will be expected to develop new contracts within blue chip companies. Determination combined with technical expertise is essential, as well as the ability to work as part of a team.

PROJECT MANAGERS To £35000

Possessing significant experience in implementing projects for major accounts on time and within budget, you will work closely with the sales team to secure new accounts. You must show both extensive technical expertise, team leadership and customer relations skills.

SALES SUPPORT EXECUTIVES To £25000

Assisting the sales team, your contribution will be invaluable in presenting our solutions to prospects and customers and preparing technical proposals and tenders. You will work closely with our operations, research and development departments.

Transpac is committed to providing outstanding career opportunities with rewards reflecting the intellectually challenging nature of these positions.

Please send full personnel and career details, including salary history and daytime telephone number in confidence to Manager, Human Resources.

Orion House,
5 Upper St. Martins Lane, London WC2H 9EA
Tel: 071-378 4747
Fax: 071-378 1404

TRANSPAC

OPTICAL DISK TECHNOLOGY

Director of Sales

SOUTHERN ENGLAND

It takes a special individual to achieve that fine balance between the demands of closing sales and providing real customer satisfaction. If you can also keep your team motivated and performing well, you deserve a company that appreciates your talents.

That's why you should consider joining our client, a major international player in the field of optical disk technology.

Here you will be identifying market opportunities as well as defining policy and strategy to achieve the optimum sales performance in the UK. You'll set the highest standards of personnel management and care, leading by example to continue the dramatic increase in revenue that they have experienced to date.

A minimum 10 years' successful management of direct and indirect sales operations is required, ideally with some start-up experience.

In addition, you should demonstrate an impressive track record of identifying opportunities and closing sales of major

c.£65k OTE + CAR + BENEFITS

document management or related industry systems. This will cover all sizes and types of companies, and should prove your ability to present and negotiate at the highest level.

This is definitely a 'hands-on' position for someone who motivates and inspires others, so that all realise their full potential.

Sound technical knowledge is essential - which ideally means an engineering-based degree, but at least a working knowledge of Document Management, UNIX environment and associated technologies - backed with first-rate Sales and Marketing training.

The substantial rewards include an attractive base salary with excellent earnings potential, company car, private health care and life assurance.

Please contact Nick Johns or Patra Flores on 0344 860919. Or send your CV, quoting reference ST0454 and a daytime telephone number in the strictest confidence, to the TSI Group, Columbia Centre, Market Street, Bracknell, Berkshire RG12 1PA. Facsimile: 0344 860981.



Price Waterhouse

EXECUTIVE SELECTION

Director of IT Consulting

Price Waterhouse Meyernel - Johannesburg

Price Waterhouse Meyernel Management Consultants provide a full range of management and business consulting services nationally in South Africa through the firm's main offices in Johannesburg, Durban and Cape Town. They now wish to recruit a Director of Information Technology Consulting who will be responsible for continuing to grow the IT practice in line with a challenging overall business strategy.

The successful candidate, who will become a partner in the Southern Africa firm, will probably be aged about 40, with a

considerable proven track record in leading a team of professionals to deliver value for money client service principally in the areas of IT-related business advice and major software packages. All our territorial consulting practices adopt world-wide standards and methodologies for the delivery of IT consulting assignments and technical back-up is provided through our major practices in Europe and the US.

The appointment will undoubtedly represent a strong, personal challenge to the individual and decisiveness, sound business judgement, technical

competence and integrity are key personal characteristics required. Remuneration as a profit sharing partner will be highly competitive and tailored to the individual.

Interested candidates are invited to apply in writing enclosing full career details and quoting reference A/1233 to: Alannah Hunt, Executive Selection Division, Price Waterhouse Management Consultants, Milton Gate, 1 Moor Lane, London EC2Y 9PB, England.

cognito

SALES PROFESSIONALS

A Dynamic New Market for Achievers

c.£30K OTE - LONDON / NORTHERN ENGLAND

Cognito operates a nationwide communications network providing a comprehensive range of mobile data communication services across the UK.

Our first product, Emissary, offers a revolutionary personal communications solution enabling fast and reliable two way messaging. Initial demand has necessitated the expansion of our sales force in the key regions of London and the North of England.

Your primary goal will be to establish and develop a business base utilising new and existing prospects generated by our internal sales team. You will promote market awareness through presentations, group seminars and evaluation programmes, using presales support specialists where necessary.

To succeed, you will have at least two years' end-user IT sales experience, preferably gained in

mobile or data communications. Most importantly, you will need a combination of strong verbal, presentation and negotiating skills, together with commitment and a will to succeed.

Cognito is a fast growing company offering tremendous career opportunities in this exciting area of communications. The rewards are excellent, both in terms of overall package and the associated benefits. There are no restrictions on earnings and all sales personnel are encouraged to over perform, bringing into play highly motivating 'accelerators'.

For further information send or fax your CV to our advising consultants at Goodman Graham & Associates, 8 Beaumont Gate, Shenley Hill, Radlett, Herts WD7 7AR quoting reference number 2601. Telephone: 0923 855515. Fax: 0923 854791.



A Dewty Information Technology Division company

A Strategy For Growth

The phenomenal success of Dell Computer Corporation has seen us take the lion's share of the industry's awards for customer satisfaction, quality, reliability, and performance over the past 3 years. This has been achieved by taking direct responsibility for every aspect of our business - from R&D and manufacture through to service and support. But what of the future - ours and yours? With your help, we will build on our success, with a strategy for growth that will establish Dell as the third major player in the UK PC marketplace by the end of this year.

SALES MANAGER - PUBLIC SECTOR

Our growth as a supplier to the Public Sector has been outstanding. Having won major contracts with Central Government, Local Authorities, Health Authorities and Educational Institutions, this sector now accounts for some 30% of our UK turnover.

The importance of your role as Manager of our large Public Sector Sales team cannot be overstated. You will be expected to develop and implement a strategic business plan, with full profit and loss responsibility, which maximises both business opportunities and customer satisfaction.

Motivating and developing your line managers to achieve team targets and to provide a quality service at all

times, you will take ultimate responsibility for all aspects of Account Management. You will, of course, be well supported by our Marketing, Programmes, Bids and Tenders, and Advanced Systems departments.

Make no mistake, we require a level of performance which will test all your sales, team building and business management ability. With a background in IT sales management - preferably with Public Sector involvement - these skills will already be highly developed.

Combine them with a creative, analytical and highly motivated approach and we will reward you with a substantial package and career opportunities without equal.

SALES MANAGER - MASS MERCHANDISING

As in the US, the mass merchandising of PCs through Superstores is developing at pace in the UK. In line with our business philosophy of complete customer satisfaction, we continue to respond to their needs and have already established fruitful relationships with mass merchandising retailers.

If your background in IT sales has been through traditional channels, then this role offers a unique challenge. You will have complete freedom to work alongside our retail partners to ensure our mutual success; creating and

implementing promotions, managing product sales throughout their lifecycle, and ensuring stock requirements operate smoothly. Together with our Business Development team, you will constantly be exploiting opportunities for expansion.

A knowledge of promotions and merchandising will help you succeed in an area vitally important to our future growth. You will be rewarded accordingly with an attractive package and the opportunity to develop a unique breadth of experience.

Benefits for both positions include a quality car, pension scheme, free BUPA and a superb working environment with a fully equipped gym. So why hesitate? Call our Advising Consultant, Kevin McDermott, on (0344) 874444 today, Sunday, between 10.30am and 2.30pm or weekdays within office hours. Or write to him with your CV at PMA Recruitment Consultants, Coworth Park House, Coworth Park, Ascot, Berkshire SL5 7SE. Fax: (0344) 872906.

DELL
COMPUTER
CORPORATION

Human Resources & Development Manager

A high profile challenge with a blue-chip multinational

c.£40k package + car.

Seagram Europe & Africa is an international marketer of world famous brands including Chivas Regal and The Glenlivet Scotch Whiskies, Mumm and Perrier-Jouet Champagnes, Martell Cognac, Jannet Armagnac and Sandeman Ports and Sherries.

At our prestigious office in Central London, we seek a highly capable Human Resources generalist to provide support to senior executives within the UK and our overseas affiliates. You will also provide comprehensive Human Resources support to the Vice President-Human Resources in developing strategies for 3000 staff in 12 overseas affiliate companies.

The challenge embraces management development, recruitment, succession planning, compensation and benefits, expatriate policy, advising on the development of our Human Resources computer system and providing consultancy throughout Europe.



SEAGRAM

Our need is for a pro-active professional who is IPM qualified, has a degree and around 10 years' "blue-chip" experience. A background in a marketing-led, multinational image company would be ideal. Most importantly, you must have experience of implementing best practice and innovative ideas in an international environment. The confidence and self-assurance to work productively with senior executives will be essential. A second European language would be an advantage.

This high-profile role, which involves European travel, commands a package around £40,000 including bonus. Comprehensive benefits will include an executive quality car.

In the first instance, please post or fax your c.v., quoting reference 5472, to our consultant Kevin Warman at Stafford Long & Partners Recruitment Limited, 12-14 Whitfield Street, London W1P 5RD. Tel: 071-255 3200. Fax: 071-436 9306.

071-481 4481

EXECUTIVE OPPORTUNITIES

FAX 071-782 7826


CLYDE PETROLEUM plc
 COMMERCIAL ADVISER


Clyde Petroleum plc is a leading British independent oil and gas exploration company. The company's diverse interests, including Clyde operated licences, extend from the UK and Europe to the Middle and Far East. Head Office is at Coddington in Herefordshire.

Continuing growth has required an internal reorganisation into regional business units which have across-the-board responsibility for their own activities. We now wish to appoint a Commercial Adviser for the UK Region.

The successful applicant, who will be based at Coddington and report to the Regional Managing Director, will be responsible for:

- Commercial evaluation for exploration, farm-in/farm-out and licensing activity, and the acquisition and disposal of assets.
- Commercial support for the management of Clyde's producing assets.
- Commercial evaluation of development options, transportation systems and incremental investment proposals.
- Regional reviews of competitors, business trends and industry activity.

The importance, diversity and scale of responsibilities require a highly motivated individual, with excellent presentational skills and the ability to work both in a team and independently to demanding deadlines. In addition to possessing appropriate professional qualifications, the ideal candidate will have worked for at least 7 years within the oil industry, including posts directly relevant to that now on offer.

Clyde offers an attractive remuneration package including a competitive salary, a fully-expensed company car, share option and pension schemes and medical benefits. Reasonable relocation expenses will be paid.

Please send a full CV to:

Lynne Wilson
Clyde Petroleum plc
Coddington Court, Coddington, Ledbury, Herefordshire HR8 1JL

Results oriented and ambitious No. 2 looking to advance
A 'hands-on' challenge in a fast changing environment

HUMAN RESOURCES EXECUTIVE

Salary £35,000 neg. plus car — London

A major international group is searching for an outstanding individual with the ability to bring proven broad-based professional skills to an already established HR function.

The successful applicant will be perceptive, analytical and able to produce action-oriented solutions. He or she will also possess significant inter-personal communications skills at all levels.

We are looking for a record of success where individual development and performance form the basis of the HR function and company philosophy.

This senior position is within an existing and expanding HR team. Ideally, the successful applicant will be in his or her mid to late 30's and will most likely be a graduate in the humanities with a formal IPM qualification.

The package includes family medical cover, generous pension scheme and other company-subsidised benefits.

Please write in the first instance to Anne Lee, Assignment Administrator at:



E.P.I. SELECT

163 Brompton Road, Knightsbridge, London SW3 1HW. Fax: 071-581 8933

Senior Transport Planning Executive

Commensurate salary and benefits

The overall transport programme for London Docklands is being formulated in the light of the area's emerging significance in the regional and national context taking in the East Thames Corridor and Channel Tunnel link planning issues.

The integrated current programme (over £3 billion) of major road and rail infrastructure projects includes A13 improvements, new river crossing, DLR East and South extensions and the Jubilee line extension via Canada Water and Canary Wharf.

The Corporation proposes a senior appointment to the Transport Planning team to take responsibility for LDDC multi-disciplinary input to the Jubilee Line project, to co-ordinate planning and engineering aspects of major development projects relating to new bus, rail and road infrastructure schemes and integrate further development of DLR with the LDDC's regeneration activities.

Candidates should offer 15/20 years background in transport planning or engineering with significant project management experience, and be able to demonstrate strong leadership qualities for a high profile position offering a unique opportunity to influence transport development of regional and national importance.

Terms of appointment and contractual arrangements will be flexible to match individual circumstances. Individual freelance applications considered. Please forward a full CV giving an indication of salary expectation, quoting Ref: ST/026 to Gill Rodman, Personnel, London Docklands Development Corporation, Thames Quay, 191 Marsh Wall, London E14 9TJ.

We intend to review applications on Monday, 16th March 1992.

London Docklands

An Equal Opportunities Employer.

Port of Felixstowe



High Calibre Human Resources Professional

The Port of Felixstowe wishes to appoint a Head of Personnel, responsible for all aspects of the personnel and industrial relations management of a total employment force in excess of 1,800 people.

The successful candidate will be professionally qualified or have an appropriate academic education to degree level. A career background, not necessarily in the ports industry, will have ideally included responsibility and accountability for the human resource management of hourly paid operatives, engineering tradesmen and staff and management grades.

He/She will be able to demonstrate a high standard of competence in all the essential professional disciplines reasonably expected of the position, including a sound knowledge of employment legislation and performance appraisal techniques, plus negotiating skills consistent with the demands of industrial collective bargaining.

This is a senior management appointment, accountable to the executive directors, through the General Manager, and the successful candidate will be expected to bring to the position an appropriate business aptitude, consistent with the commercial objectives of the Port of Felixstowe.

Salary and benefits will be commensurate with the status and responsibilities of the position.

Applications in the first instance to:

Nicholas Finney, OBE, FCIT
Managing Director
The Waterfront Partnership
132 Buckingham Palace Road
LONDON SW1W 9SA

United Kingdom Port Operations of
Hutchinson Wharfedale Limited

North Sea Gas Sales and Transportation

As a part of the International Amoco Corporation, Amoco (UK) Exploration Company is one of the most active UK Continental Shelf explorers and producers, with major gas holdings in the UKCS. Negotiations for the sale of gas produced by Amoco, together with the negotiations on transportation agreements, play a critical role in Amoco (UK) Exploration Company's overall success. Due to our expanding opportunities, we require a

Gas Sales Negotiator

to support our gas sales and transportation activity. The successful candidate for this position will:

- have a minimum of 5 years commercial experience, obtained ideally within the oil and gas industry
- be educated to degree level with a law, marketing, economics or engineering qualification

In addition, the ability to communicate at all levels within an organisation and the capability to assess and assimilate the contractual, legal, accounting and economic considerations associated with North Sea Gas contracts, are prerequisites for this position.

Salary and benefits will be commensurate with those of a major international oil company and will reflect the responsibility of the incumbent.

Please apply in writing
enclosing a full
curriculum vitae by
11 March 1992 to:
The Human Resources
Department
Amoco (UK)
Exploration Company
MC605, Amoco House
West Gate, Ealing
London W5 1XZ



a good place to work

MARKETING MANAGER

■ This is a key management appointment within a £100m+ business. Our client is a well-respected manufacturer of products for the agricultural sector, with ambitious plans for growth and development. We are now seeking an experienced Marketing Manager to turn those plans into action.

■ The initial objective will be to develop the concept of product management. You will therefore manage programmes of market research, new product development, advertising and sales promotion. You will also take responsibility for PR, as well as contributing broadly to the commercial development of the company.

■ You will probably be in your late 30's or early 40's, a graduate and ideally an MBA. You must be able to demonstrate a successful track record in industrial or trade marketing, preferably with a 'commodity' product being sold through distributors. You must have first-hand knowledge of identifying customer requirements and developing added-value solutions. Most importantly, you must have the vision and commitment to make things happen.

■ The starting salary is expected to be in the range £35-40,000, plus a full range of benefits.

■ Please send your CV, quoting current salary and reference 3688 to Ross Monro, Regency Court 62-66 Deansgate, Manchester M3 2EN (061 832 0033).

A founding member of

INTERSEARCH

Europe, N. America, Australia

BIRMINGHAM CHESTER GLASGOW
LEEDS LONDON MANCHESTER

North West

To £40,000

Car, Benefits

**THEAKER
MONRO
NEWMAN**

RECRUITMENT & PERSONNEL
CONSULTANTS

Business Development

IT : ISDN Applications at the desk

c.£50K Package

Windsor Based

Our client is a fast growing company, part of a global computer and communications group, and an industry leader in the development of ISDN applications.

The market for these applications is now taking off, with pilots established in key accounts and the ISDN service being introduced rapidly across Europe.

The opportunity is for a Regional Manager to join the small team and initially drive fast business growth through the principal UK distributor, a major European computer company.

We require proven team selling skills combined with a record of successful channel marketing of PC networking and applications products, to enable you to develop opinion leading accounts and obtain leverage from the motivation of a large sales force.

You will have at least 10 years' successful experience in the

IT industry in these roles since graduating. You will have a wide business understanding, possibly supported by an MBA, to enable you to identify and promote high value areas of business benefit to end user management.

This is an outstanding opportunity for you to play a key role at the leading edge of this industry, as it exploits the new digital communication service for real business benefit delivered to the desk, and to grow your career with the company.

To apply, please telephone our Advising Consultant, Richard Hewson between 11am and 4pm on Sunday 23rd February, or weekdays during office hours, on 071-323 3575.

Alternatively, please send your CV to him at Moxon Dolphin Kerby Limited, 178-202 Great Portland Street, London W1N 6JJ quoting ref 6170.

MOXON-DOLPHIN-KERBY

EXECUTIVE RECRUITMENT

Managing Director (Designate)

Coffee Distribution

MIDLANDS

Our client, an international food group, seeks a Managing Director (Designate) to develop and expand its recently acquired coffee franchising operation, which extends throughout England, Scotland and Wales.

Ideally aged between 30 and 45, you will have a strong marketing/sales background, preferably acquired within the catering trade or the FMCG sector, together with a successful track record in general management. You will also require a high degree of commercial maturity, decision making and communication skills.

It is anticipated that the successful applicant will join the Board within a relatively short

period. Remuneration is likely to interest candidates currently earning in excess of £35,000, and the bonus/benefits package will be fully appropriate. The Company is currently based in Bournemouth, with plans to relocate to the Midlands in the near future.

If you believe you qualify for this exceptional opportunity, please write - in confidence - with full CV and stating current salary to Ian White, quoting ref: ST 100 at MSL Group Ltd, 32 Aybrook Street, London W1M 3JL. These will be forwarded direct to our client. Please list separately any company to which your application should not be sent.

MSL International

CONSULTANTS IN SEARCH AND SELECTION

071-481 4481

EXECUTIVE OPPORTUNITIES

FAX 071-782 7826

Director of Generation

Electricity Company

£60,000 + Bonus

An entrepreneurial business development role as Managing Director of the power generation subsidiary of a leading Regional Electricity Company.

THE COMPANY

- Major player in the competitive electricity supply business.
- Leading involvement in independent power generation projects. Substantial planned investment.
- Growing interest in renewable energy and combined heat and power schemes.

THE POSITION

- Responsible for the profitability of the power generation business. Report direct to Chief Executive.
- Search out new opportunities for growth and development, especially joint venture.

- Mastermind bidding and contracting for new projects. Build on established team.

QUALIFICATIONS

- Track record of business development in acquisitions and joint ventures.
- Good knowledge of the independent power generation market essential.
- Proven commercial ability.
- Creative, innovative, a strong leader.

Please reply in writing, enclosing full cv.
Reference 1MK-1257
Court Hill House, Water Lane,
Wilmshurst, SO9 5AP

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Sales Director

Hi-Tech Virtual Reality/Computer Products

£50,000 Package + Car/Share Options

East Midlands

A particularly challenging and exciting opportunity in a new, very fast growing manufacturer of electronic simulation machines using Virtual Reality Computer Systems. Private company with medium term flotation prospects.

THE COMPANY

- High profile world market leader with patented technology. 85% of production exported. Realistic projections for demand led expansion.
- Well capitalised and profitable. 1992 turnover: £5m.
- Young dynamic management team. Highly enthusiastic and committed to success.

THE POSITION

- Lead sales and new business activities. Focus on developing new markets in U.K., Europe and Pacific Rim.
- Negotiate new sales to existing distributors. Major input into new product development. Grow sales team.

- Contribute to marketing initiatives. Report to Managing Director.

QUALIFICATIONS

- Proven record of sales/business development, ideally in computer based products. Graduate with very strong technical grasp. Age 30-40.
- Senior level negotiation skills. International experience. Knowledge of creative media markets useful.
- Energetic, charismatic, and self motivated. Versatile entrepreneur with total dedication.

Please write enclosing full cv, Ref BLD454
NBS, Bennetts Court, 6 Bennetts Hill,
Birmingham, B2 5ST

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Compensation & Benefits Manager

to £45,000 + banking benefits

Birmingham

TSB, one of Britain's leading financial services groups, is moving the headquarters of Retail Banking and Insurance, its largest and most successful division, to Birmingham. It is a complex business employing 25,000 people throughout the UK. This period of exciting change gives the opportunity for a top class compensation specialist to make a real impact at strategic level. Only the best will do.

THE POSITION

- Member of the senior team, reporting to Director of Employee Relations.
- Develop and implement compensation and benefits strategy.
- Review existing structures and implement new programmes across various operating entities.

QUALIFICATIONS

- 35-45 year old graduate HR professional with at least 8 years broad experience.
- Extensive specialist experience of compensation and benefits policies, practices and their implementation, preferably in a very large retail or financial services group or consultancy.
- Exceptional communication skills, presence and authority. A strategic thinker.

Please write, enclosing full cv, Ref BLD745
NBS, Bennetts Court, 6 Bennetts Hill,
Birmingham, B2 5ST

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Group Company Secretary

Large Multinational Plc

c.£50,000 + Benefits

London

Our client has successfully managed the transition from traditional business to dynamic, highly focused and successful international Group. A committed professional is now needed to apply state of the art techniques in streamlining the Group secretarial function.

THE COMPANY

- Large, British based, quoted plc.
- Manufacturing and service businesses throughout the world, focused on small number of profitable sectors.
- Lean, devolved corporate culture with emphasis on teamwork and lack of bureaucracy.

THE POSITION

- Full responsibility for Group company secretarial function including servicing the Board, statutory and Stock Exchange compliance, share register liaison.
- Immediate challenge to upgrade and modernise the secretarial systems.

- Key member of small Group management team. Report to main Board Director of Corporate Affairs.

QUALIFICATIONS

- Chartered Secretary. Substantial experience from quoted Plc with active acquisition and divestment programme and many subsidiaries.
- Ideally aged 35-40 with current knowledge of computerised secretarial and administrative systems.
- Hands-on, active team participant.

Please reply in writing, enclosing full cv,
Reference BLD746
54 Jermyn Street, London, SW1Y 6LX

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Customer Services Manager

c.£40,000 + Car

Flexible Location

High profile greenfield opportunity for customer services professional to establish operation within a new consumer business.

THE COMPANY

- Well focused, rapidly expanding, multi-million pound turnover group.
- Major market share and international presence in core markets.
- New business operation seeking dominant position in UK consumer marketplace. Secure backing.

THE POSITION

- Plan and build high quality consumer orientated Customer Services department.
- Following start-up, manage day-to-day provision of services. Liaise with suppliers, retailers and third parties.

- Develop systems, procedures and training. Manage budgets. Report to General Manager.

QUALIFICATIONS

- Management background in major consumer customer services function essential. Probably graduate, aged 30-45.
- Proven start-up skills, allied to planning, budgetary and man-management experience.
- Commercially astute, enthusiastic, flexible and visionary.

Please reply in writing, enclosing full cv,
Reference SL0851
7 Shaftesbury Court, Chalvey Park,
Slough, SL1 2ER

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LONDON • 071 493 6992 • BIRMINGHAM • 021 233 4656
BIRMINGHAM • 021 233 4656 • BIRMINGHAM • 021 233 4656

Sales Manager

Consumer Products

Attractive Salary + Benefits

Eastern Europe & CIS (Russia)

Fast growing and entrepreneurial UK company, part of international fragrance and cosmetics Group, seeks disciplined sales professional. Challenging role to sell mass market fragrances and cosmetics to Eastern Europe and CIS.

THE COMPANY

- Leading manufacturer of mass market fragrances and cosmetics. Excellent reputation for quality. Highly profitable.
- Well established export markets in USA and Middle East.
- Focusing on Eastern Europe for next phase of expansion.

THE POSITION

- Lead sales effort. Significant head office support.
- Identify routes to market. Negotiate substantial contracts and ensure business follow through.
- Report to Head of European Sales. Approximately 50-60% overseas travel.

QUALIFICATIONS

- Proven track record in selling consumer products into target markets.
- Russian speaker essential. Polish and German desirable.
- Creative in finding contacts. Disciplined, flexible, resourceful and persistent. Financially aware.

Please reply in writing, enclosing full cv, to Sue Gee
Reference BLD747
NBS, Bennetts Court, 6 Bennetts Hill,
Birmingham, B2 5ST.
Tel: 021 233 4656
Fax: 021 233 4332

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SPECIALIST RECRUITMENT FOR EASTERN EUROPE

Marketing Director

Equities

c.£60,000 plus exceptional bonus London

Our client is a Financial Institution backed by well established institutional shareholders and quoted on the London Stock Exchange. It has high standing as an investment manager and private client bank. As part of a continuing policy to develop and extend its business, following a recent acquisition, our client will appoint a Marketing Director for their equities products.

The Marketing Director will report directly to the Chairman and will be responsible for the retail sales of the equity based products. Sales of these to pension funds and similar institutions are already well established. The particular responsibilities are to analyse the potential market as a basis to structure a marketing plan, then lead and implement new sales. An integral element will be the reshaping of the products to match accurately the

market opportunities that are identified. The potential market area is predominantly the UK and throughout Europe, with a wider international spread linked to the banking interests of our client.

To be considered you should be determined, experienced and imaginative in the marketing of equities products in the retail sector, with a demonstrable record of effective sales. An enthusiasm for original ideas and an ability to convert these into commercially successful ventures is very relevant, as this matches the effective, demanding yet informal management style of our client.

Please send career and personal details, specifically presented against this requirement and including current remuneration, quoting Ref. PD 196-1 to Peter Dell, Ernst & Young Corporate Resources, Becket House, 1 Lambeth Palace Road, London SE1 7EU.

ERNST & YOUNG

GENERAL MANAGER

A premier name in supply chain management

Hants/Surrey Borders

c. £38,000 + bonus & car

Our client is one of the major distribution operators in the UK with a reputation built on quality, innovation and customer service. Part of a major multi-national, it has generated impressive growth over recent times and has a presence in the UK and in continental Europe. There are realistic plans to generate further significant growth.

Based at the company's headquarters, this role will initially be involved in a variety of strategic and operational projects which are recognised as central to the company's continued success. Thereafter, opportunities will be available either to move into a line management position responsible for a profit accountable unit or to further a career in a functionally based role at the centre.

Probably a graduate aged 35-45, you will have experience gained within a similar third party distribution operation or in an own account FMCG background. You will be a proven man manager,

with experience of controlling a substantial operation, for example a Regional Distribution Centre, and will have skills in business finance, IT literacy and experience in working with trade unions. You will be a motivator with well developed analytical skills and a desire to progress and improve. You will also be an innovator who can adapt and be flexible in a challenging, dynamic environment.

The company has an outstanding record of recognising talent and opportunities can be expected both within the client and its parent company.

Please reply in confidence, giving concise career, personal and salary details to Brendan Keelan, quoting Ref L627.

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To gain entry to this rich career environment please submit your details to Cathy Tracey, quoting Ref: CT0794. If you prefer to have an initial chat, call her on Sunday between 12 noon and 6pm on (0628) 824436 or during work hours on 0734 771100.

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C: £35,000

A financial controller with experience in the design and implementation of computerised accounting, reporting and financial planning systems, is required by The Harbour Club, London's premier sports club, currently under construction near Chelsea Harbour.

The successful applicant will manage a small team and report directly to the chief executive. Proven ability in controlling a high cash flow business with a large payroll is essential. Please write with CV to: Mr. A.J. Holmes, The Harbour Club, Blake Lodge, Bridge Lane, London, SW11 3AD

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Innovation, creativity and real achievement - these are the hallmarks of the Powys Training and Enterprise Council Ltd. Established just two years ago and serving a widely dispersed population of 117,000, its principal objective is to enhance the County's economic prosperity by stimulating investment in enterprise, education and training.

Managing a young, energetic team of 18 dedicated professionals and working closely with the Chairman and Board of Directors, you will develop and implement the TEC's strategic objectives. Responsibilities will include identifying new

funding potential and overseeing the management of the £5m budget. Major emphasis will be placed on promoting the TEC's aims to a very wide audience in government and business, both within Powys and beyond.

A proven communicator with strong marketing and negotiating skills, you have a keen understanding of commercial disciplines and a demonstrable record of achievement in a senior management role. Your personable, adaptable and diplomatically assertive nature will be complemented by a degree-level intellect. Of prime importance will be your ability to work within a participative, dynamic and non-hierarchical culture.

To apply, please send a full cv, in strict confidence to Peter Bedford, Ref: 5634/PB/ST, PA Consulting Group, Park House, Greyfriars Road, Cardiff CF1 3AF.



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This appointment offers a rare opportunity for an astute, lateral-thinking professional with a strong manufacturing background to play a central role in shaping the company's management systems.

The broad brief will ask you to analyse and recommend improvements in several core areas, including productivity and efficiency; budgetary planning; cost management and reduction; profit and cost planning.

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UK/RUSSIA : c£60,000 and generous location allowance

Teknesis International Corporation, a major Anglo-Russian joint venture of financial, trading and industrial companies employs over 3000 people across some 40 subsidiaries in Russia, Ukraine, Poland, Germany, France, Switzerland, the UK etc. A major activity is importing communications and computing equipment to establish fully equipped business centres linked through both local and wide area networks to the head station in Ekaterinburg.

As IT Development Director you will work closely with Russian colleagues to commission, implement and develop what could potentially be the country's largest network. Based in the Group company's office in Park Lane, London you will oversee and coordinate the whole project and take personal responsibility for its delivery and subsequent development.

You will be a committed, energetic IT

professional with the ability to devise and implement a strategic plan. A 'hands-on' manager with a strong technical background in NOVELL/LANs/WANs/PC Hardware and Software, you will be credible at senior level and able to motivate diverse groups in a multi-site environment. You will also have proven ability to handle both the technological and personal challenge in this role. Linguistic skills in Russian, French or German would be an advantage.

The rewards for success are excellent and include a high basic salary, performance related bonus and generous location allowance as a large proportion of time will be spent in Russia.

Please write with full salary and career details, quoting reference 2218 to: Sean Redmond, IT Practice, MSL Group Limited, 32 Aybrook Street, London W1M 3JL.

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The company now wishes to appoint a Head of Marketing to join their highly talented management team. Specifically, the appointee will develop a strong brand identity and produce a clearly defined marketing strategy. Flexible in your approach, you must also have the ability to devise effective and creative marketing initiatives for short and long term requirements.

With responsibility for the marketing function, you will have a major influence on the growth and development of this highly progressive company. To meet this challenge, you will be a classically trained marketer of the highest order, with your experience having been gained in an *agency* or *consumer-led* company. You must be able to demonstrate an outstanding record of achievements to date and a total commitment to succeeding in this role.

In addition to this being a major career opportunity, the work environment and location are particularly appealing, with the company having recently taken over modern offices in the heart of Edinburgh.

A comprehensive remuneration package is being offered, and the level of salary will not be a problem for securing the right individual. Applicants are invited to send in their curricula vitae, in the strictest confidence, to Ian Minter at The Lloyd Group, indicating your current remuneration details. Please quote reference ST140. The closing date is Friday, 15th March 1992.

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Trading Director
— Food & Drink Retailing

Basic Salary c.£100,000 plus Directorial bonuses and fringe benefits

This new position as "Number 2" within one of the UK's major grocery organisations is in response to the changing market conditions and the desire to give greater direction and effectiveness to the Company's trading activities. Purchases of branded and own label products exceeds £2 billion per annum. Apart from specific responsibility for the day to day direction and control of the total buying function, the Trading Director will be a key member of the team who design and implement the Corporate strategy and the subsequent trading tactics.

The role demands considerable experience of operating at the highest level in a retail grocery organisation, with the ideal candidate having taken specific responsibility for structuring and organising a significant buying function. The corporate responsibilities require a high degree of strategic vision, financial literacy and commercial awareness. This is a high profile position where the divisionalised and diverse trading structure demands considerable energy and commitment, and a "hands on" management style. Age is however, less important than ability and experience, but the ideal candidate, because of their current status, must be immediately credible both internally and externally.

Please apply in strictest confidence to Cliff W Dealtry, Managing Director, James Allen & Associates Limited, either by telephoning for a brief discussion 0530 273733 during office hours or 0530 411741 on an evening or weekend. Alternatively, send a detailed CV marked strictly private and confidential, for the personal attention of Cliff W Dealtry, Managing Director, James Allen & Associates Limited, Stanleigh House, Donisthorpe, Swadlincote, Derbyshire DE12 7PS.



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Flexibility is the keyword of this fast-paced start-up. As Director of Customer Support you will govern both Field Service Operations and Sales Support Engineering and be faced with a challenging range of responsibilities from participating in high level customer presentations to supervising installations. You will also be expected to make a significant contribution to the Company's management team.

Recruiting your own team of high calibre individuals to further develop all activities, you will forge business relationships across Europe. With 10 years experience working with telecommunications PABX and/or public network equipment, you will have had exposure to field service and business management with other European cultures. Experience in data processing and with cellular providers will be an advantage.

Reporting to the Managing Director, this is a chance to grow your own business centre and take full responsibility for technical issues. If you can demonstrate technical knowledge coupled with business management acumen then please send your CV to John Kiss at Kramer Westfield, Recruitment Consultants, Pilgrim's Well, 437 London Road, Camberley, Surrey GU15 3HZ, or call him on 0276 686900. Fax: 0276 686899.

Kramer Westfield**INTERNATIONAL CONTRACTING REGIONAL DIRECTOR***Based Middle East***W**impey Engineering and Construction are responsible for international contracting within the Wimpey Group. Two established operations currently exist in Dubai and Oman and we are now looking to further develop our business in the region through the appointment of the above.

The successful applicant will be responsible for the development of new business in addition to running new contracts.

Good contacts and a thorough knowledge of the customs and culture within the Middle East gained through several years senior Building and Civil Engineering management experience in the region are necessary. It is unlikely that individuals under the age of 40 will have the necessary depth of experience.

This is a unique opportunity to join a successful and expanding international organisation in a key role. The financial package offered is designed to attract and reward applicants of suitable calibre.

To apply, please send a full CV to: Chris Drummond, Training and Development Manager, Wimpey Group Services, 26-28 Hammersmith Grove, London W6 7EN.

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This world leading electronics group is a market leader in the design, supply and implementation of a whole range of high capital value installations in Europe, the Middle East and Africa. The organisation is project based around complex multi £million turnkey contracts.

The task is to pioneer a newly defined role as a key member of a divisional management team, providing a complete and rigorous financial control, business planning and contract administration service as well as managing a procurement team. The international nature of the business calls for specific expertise in Letters of Credit.

The ideal candidate (preferably CIMA) will have graduate level intellect, high numeracy and exemplary standards in planning, costing and budgeting (including the use of sophisticated PC packages), together with the ability to get to grips with the business and work creatively with its managers. Ten years professional experience, including success in an exacting controller's role in a first rate hi-tech engineering organisation trading internationally would provide an excellent background.

Personal characteristics must include wholehearted commitment to the goals of a forceful and versatile team, and good interpersonal and communicating skills. The rewards include an exceptional benefits package and genuine scope for career progression as this enlightened company expands in the UK and internationally.

Please send full career details to Tim Chenevix-Trench or call him on 071-439 6288 (081-943 1791 evenings and weekend) for a confidential discussion.

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Suitable candidates aged 35-plus are likely to have a degree in horticulture/agriculture and at least ten years practical experience, with five years in a senior management position.

This is a senior position reporting directly to the Company's chief executive. Salary and terms of service will be commensurate, and will include housing, car, air fares and maintenance with school fees.

Please apply to The Managing Director, Linka Park, P.O. Box 100, Linka, Nairobi, Kenya KENYA 00100.

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Orange House, 4 The Pines, Farnham Road, High Wycombe, Bucks. HP12 3TW. Tel: 0494 452771. Fax: 0494 452543.

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This new role in Corporate Account Sales is an exciting opportunity for a proven sales professional to work with VARs as business partners in large corporate accounts, in both the UK and Europe, specifically in the areas of computer based training, POS, video editing and PC to PC video conferencing.

Aged 25-39, you should have an excellent sales record and be currently employed by or working

with a VAR developing multimedia software or selling other non-packaged PC applications. Candidates selling computer based training and education packages would also be of equal interest.

To apply, please contact VideoLogic's advising consultant, Jeff Walton, on 061-833 0846 during business hours or today, Sunday, at home on 0925 754552 between 11.00 a.m. and 7.30 p.m. Alternatively, please fax your CV on 061-834 9120 or write to Jeff at Interface Executive Resources Limited, Scottish Mutual House, 35 Peter Street, Manchester M2 5GD quoting reference number 92183. All interviews will be held in the London area.

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A sales and marketing manager with a proven track record in marketing prestige products or services is required by The Harbour Club, London's premier sports club, currently under construction near Chelsea Harbour.

Reporting to the chief executive, the successful candidate will be self-motivated and able to demonstrate the ability to initiate, develop and co-ordinate a comprehensive sales and marketing campaign. The position demands an experienced marketer with excellent presentation, communication and management skills.

Please write with CV to: A. J. Holmes, The Harbour Club, Stoke Lodge, Bridge Lane, London, SW11 2AD

COMMERCIAL MANAGER

Due to expansion, Crowson Fabrics, international motor

traders in Essex, is looking for a Commercial Manager.

This is a senior position and only those with a sound commercial background, several years experience and a proven track record should apply. Dedication to success in a demanding environment is essential.

The successful candidate will ideally be aged 30-45 and a background in house furnishings/fabrics would be an advantage.

Salary will not be an inhibiting factor as an attractive package will be offered to the right candidate.

If you are ambitious, organised and possess excellent interpersonal skills and wish to be part of a young and dynamic design led company, please reply in writing with a full CV to:

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You will work a rota, 3 days out of 7 have a team of up to 9 staff, supported by the professional catering team within Premier Partnership.

Please apply in writing to - Sara Fuller

Premier Partnership, 5 French's Yard

Amwell End, Ware, Herts, SG12 9HP

Gallery owner seeks Personal/Research assistant.

Must speak fluent Russian and English with a university degree in a field related to Russian studies. The candidate must also have professional American knowledge/experience, and having worked hard previously studied in the U.S. must demonstrate a strong interest and knowledge of Russian art. If possible through an introduction by the candidate.

Travel expenses in Russia would add qualifications for the post.

Contact Roy Miles Gallery 071-465 4747.

CHIEF EXECUTIVE ROTHAMSTED INTERNATIONAL

Responsible for establishing and managing 'Rothamsted International' as a centre of excellence for research and postdoctoral training in subjects relevant to agricultural science in the UK and overseas. A major fundraising campaign started in February 1992.

Applicants should have a distinguished scientific background, a wide experience of agriculture, natural resources and environmental science overseas. Knowledge of Government and non-governmental agencies, research and aid organisations an advantage. 5 year appointment, with extension or permanency possible.

SALARY: On UG5 scale £34,667 - £39,402 plus significant discretionary performance bonuses. Non-contributory superannuation. Assistance with relocation expenses may be considered.

Applications with names of three referees to the Administration Division, AFRC Institute of Arable Crops Research, Rothamsted Experimental Station, Harpenden, Herts AL5 2JQ, and quoting ref 930 by 20 March 1992.

Further details available. An equal opportunities employer.

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Keeping us up where we belong

Here at Scorpion our success in the highly competitive field of vehicle security systems has been based on a sophisticated blend of operational and technical innovation, customer understanding, competitor knowledge and creative marketing.

Scorpion are presently the brand leaders in the vehicle security sector, supplying nine major motor manufacturers. The company was founded six years ago.

Continued expansion and promotion has led to the requirement for four additional Sales professionals.

THE ROLE

As you can imagine, such a successful track record calls for a very high standard of marketing and business development activity.

The Regional Sales Manager will primarily be responsible for the posture of the products manufactured by the company within the franchised dealer networks of Scorpion's client base. This will encompass visiting motor dealer franchises in support of the vehicle manufacturer to promote increased penetration of the manufacturer's approved alarm systems and to raise standards of customer service.

You will be looking to take advantage of the opportunity of converting non-participating dealers into new accounts

for the motor manufacturer whilst protecting existing dealers from inroads by competitors.

In the present buoyant market, you will be looking to open as direct accounts motor dealerships where Scorpion is presently not supplying the motor distributor directly.

Reporting to the District Manager, the candidate will have the opportunity to see projects through to a successful completion and a high degree of autonomy would be provided.

THE CANDIDATE

A sales professional with a proven track record in developing a territory or consumer base, preferably with a strong background in motor related organisation. Business acumen, a flair for communication and well developed interpersonal skills will be essential with a creative and determined approach to account development and maintenance. It will be important to demonstrate the maturity and confidence necessary to deal with people at all levels and to represent the company effectively. Age 27 to 40 years; highly mobile.

Write in the first instance with C.V. to the Company Secretary, Scorpion Vehicle Security Systems Limited, Siemens Road, Northbank Industrial Estate, Mann, Manchester, M30 5BL.

BUSINESS DEVELOPMENT DIRECTOR

BRISTOL, C £35,000 P.A.

Based in Bristol, Building Management South & West is the largest maintenance, design and property management business in the UK. The services which we provide include the following:

- * PROPERTY AND GROUNDS MAINTENANCE - Consultancy and Management.
- * PLANNED MAINTENANCE AND OPERATION OF BUILDING SERVICES
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- * PROJECT MANAGEMENT
- * ESTATES MANAGEMENT

To achieve our planned programme of growth, we wish to appoint a Business Development Director who will be responsible for extending our client base and maximising business opportunities with existing clients.

The successful candidate will have a high level of interpersonal skills and a proven track record of business development in the construction industry and is likely to be qualified to degree level. A working knowledge of the industry in the South and South West of England would be an advantage.

The starting salary will be negotiable on the basis of experience. We offer a valuable benefits package including assistance with relocation (up to £5000) where necessary.

If you have the relevant experience and the drive and creativity necessary to develop your career as you develop our business then please send a full CV with details of your current salary to MR. R.B. Field, PSA BUILDING MANAGEMENT SOUTH & WEST, BURGILL ROAD,

WESTBURY-ON-TRYM, BRISTOL, BS10 6NF, quoting reference RBF/BDD/AL. Further information can be obtained from Mr. Field on 0272 764832.

Building Management South & West is a division of PSA Services and is scheduled for privatisation in 1993.



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Plant Engineer

A Challenge to use your skills

We are an international market leader in the development and manufacture of specialty chemicals and our Absorbents Division produces a wide range of products: activated bleaching earth, synthetic clays, cat litter, aluminium sulphate being amongst them. We are looking for an experienced and skilled engineer to manage mechanical maintenance activities in one of our manufacturing plants.

You will work with a large degree of your own initiative and utilise the skills acquired over several years in similar activities or roles.

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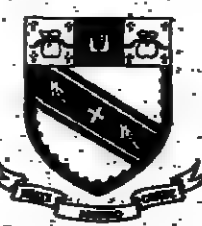
of Lancing College becomes vacant in September 1993
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Further details from: Mr A. B. Holmes,
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The Society for Promoting Christian Knowledge invites applications for the post of General Secretary. The Society is active in funding literature and communications programmes world-wide, also in publishing and in bookselling. It has a staff of 300 and a turnover in excess of £8 million.

The successful applicant will be a committed Christian, and an active and ecumenically minded member of a Church within the Anglican Communion. He or she will preferably have experience in one of the Society's areas of operation with a proven track record in the management of staff and resources.

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As the chief executive, responsible with a team of colleagues for the full range of the Society's activities, the General Secretary's salary and conditions of service will be commensurate with the size of the task.

For full job description and application form, please write to: The Chairman of the Governing Body, SPCK, Holy Trinity Church, Marylebone Road, London NW1 4DU.

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1. a recognised qualification in the telecommunications field - Chartered Engineer status would be an advantage;
2. wide experience in the planning and provision of radio communication systems, preferably in the VHF and UHF fields;
3. experience in the planning, implementation and maintenance of telephone, data and information technology systems in general;
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Applicants should also possess a current driving licence and the use of a private car for official purposes.

Hours of duty will amount to a net 37 hours per week Monday to Friday.

Salary will be £26,622 rising to £41,120 by annual increment and performance points. An environmental allowance of £266 per annum will also be payable.

The Authority may decide to interview only those applicants who appear from the information available including nature, duration and extent of previous experience to be best qualified.

Further details and an application form are available from:-

Personnel Branch (Recruitment Section),
5th Floor, River House,
48 High Street, Belfast, BT1 2DR.
Telephone 0232 230111 extensions 20138 and 20222.

The application form, together with curriculum vitae giving details of relevant experience should be returned to the address shown by 5.00pm on Thursday 12th March, 1992.

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■ INTEGRATION METHODOLOGIES - Integrates methodologies, integration tools, databases and information management, system architectures, implementation methodologies, total resource management.

■ ADVANCED PRODUCTION MACHINERY - Sensors and sensing, vision systems, assembly, materials handling and manipulation, inspection and error recovery, control and control architectures, system integration.

■ PLANNING AND MANAGEMENT - Quality systems, human factors, supply chains, CAPM, factory simulation, total business systems, performance evaluation, best practice.

Applicants should have not only the required technical expertise but also long-standing experience of both the academic and industrial sectors. Part-time release from an industrial or academic post will be considered, as will recently retired applicants. SERC will pay the consultants a daily fee which along with working hours and location will be open to negotiation. The contract would initially be for a one year period.

Applicants should send a CV and letter identifying which post they wish to be considered for and describing their suitability for it, to arrive no later than 27th March. Further information about the posts can be obtained from:

Gay Ford, ACME Directorate,
Science and Engineering Research Council,
Polaris House, North Star Avenue, Swindon,
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APPLICANTS

Candidates are expected to have a degree in Engineering, Earth or Physical Science with a strong mathematical background, and hold, or be about to submit for, a postgraduate degree or have suitable work experience.

Valid assignment of contract

Linden Gardens Trust Ltd v
Lescaux Shudge Disposals
Ltd and Others

St Martins Corporation Ltd
and Another v Sir Robert
McAlpine & Sons Ltd
Before Lord Justice Nourse,
Lord Justice Staughton and Sir Michael Kerr
[Judgment February 13]

A term of a JCT contract that an employer would not without the contractors' consent assign the contract did not prohibit the employer from assigning the benefit of the contract to another party.

A cause of action for substantial damages for breach of a building contract that had vested in the employer and which the employer had assigned by deed, entitled the assignee to recover damages from the contractors for the losses incurred by the employer up to the date of the assignment.

However, an assignee of the benefit of such a contract could not recover against the contractors damages for loss as a result of a breach occurring after the date of the assignment. The original employer could in such circumstances himself recover substantial damages against the contractors.

The Court of Appeal so held in reserved judgments. Lord Justice Staughton dissenting in part, in allowing an appeal, in the first case, by the plaintiffs, Linden Gardens Trust Ltd, from decisions on preliminary issues by Judge John Lloyd, QC, sitting as an official referee, in October 1990, that resulted in the dismissal of their claims against the second defendants, McLaughlin & Harvey plc and the third defendants, Ashwell Construction Co Ltd.

In the second case, appeals by St Martins Corporation Ltd and St Martins Property Investments Ltd from a decision by Judge Bowsher, QC, sitting as an official referee, in January 1991 in favour of the defendants, Sir Robert McAlpine & Sons Ltd, that raised broadly similar issues were heard consecutively by the court: the appeal by St Martins Corporation was allowed and that by St Martins Property Investments Ltd dismissed.

St Martins Property Investments Ltd and the defendants in both cases were granted leave to appeal to the House of Lords.

In the first case, Mr Anthony Speaight, QC, for the plaintiffs, the first defendants did not appear and were not represented. Mr Justin Fenwick for the second defendants; Mr Ellis Meyer for the third defendants.

In the second case, Mr Humphrey Lloyd, QC, and Mr David Weston for both plaintiffs; Mr Richard Fennelly, QC and Mr Marcus Taverner for the defendants.

LORD JUSTICE STAUGHTON said that the ap-

peals, heard consecutively, raised two important questions of law on broadly similar facts.

The issues were (i) whether a term in a contract that it could not be assigned without consent had the result that a purported assignee might not sue on the contract, if he had not obtained consent; (ii) whether the contracts had that result; (iii) whether an original contracting party, or his assignee, could recover substantial damages for breach of contract, when the original party's loss had subsequently been made good to him by somebody other than the defendants; and (iv) whether an assignee of the benefit of a contract could recover damages for loss which he had suffered as a result of a breach occurring after the assignment.

In both cases building works were carried out under a contract with somebody who had a proprietary interest in the building when the contract was made. The contractors were said to have failed to achieve proper performance.

The original employer transferred their interest in the building to others and also purported to assign the building contract. But it was said to have contained a term that the employers would not assign the contract without the consent of the contractors.

An important difference between the two cases lay in who were the plaintiffs. In the first appeal only Linden Gardens, the assignee, sued. In the second case both Corporation, the assignee, and Investments, the assignor, were parties as plaintiffs. They were associated companies.

Assignment consisted of the transfer from B to C of the benefit of one or more obligations that A owed to B. Decided cases bound the court to hold that a prohibition in a contract on the assignment of a chose in action arising under it was effective to prevent an assignee claiming either a debt due under the contract or damages for breach from the other party to the contract.

However in many types of contract it was immaterial whether a party performed his obligation personally or by somebody else. The obligations under such contracts might or might not be sub-contractable, otherwise known as vicarious performance.

Large building contracts commonly involved specialist sub-contractors. Problems in such cases were, as in the instant cases, usually addressed by the contract itself.

Interpretation of the contracts. The relevant clause in the contracts provided that "the employer shall not without the written consent of the contractor assign this contract". At once a doubt arose as to what was meant.

Lawyers knew that one could not assign a contract as a whole, if

by that was meant both the benefit and the burden, without the consent of the other party and the assignee. So what was the point of saying that consent of the contractor would be required?

If the intention was to prevent the employer assigning benefits under the contract without consent why not say so? Or could it have been the intention to prevent the employer sub-contracting his obligations under the contract without consent?

In *Nokes v Doncaster Amalgamated Collieries Ltd* [1940] AC 1014, [1939] Viscount Simon, Lord Chancellor, having said that "assign" might not always be used in its correct legal sense, distinguished between assignment and vicarious performance.

In the instant cases "assign this contract" was not to be taken as including assignment, in its legal sense, of the benefit of the contract or any part of it. The clause operated to prohibit vicarious performance by the employer without consent and did not prohibit assignment by the employer of the benefit of the contract or any part of it.

Substantial damages for loss that had been made good. In the first case the original employer disposed of his proprietary rights in the building between 1985 and 1986 for its full market value, not knowing of the building defects. In 1986 the original employer assigned his contractual rights to Linden Gardens who thereafter themselves incurred expense on remedial work.

Thus the original employer acquired a right to substantial damages for breaches of contract and did not lose it when he disposed of his interest in the building. After the 1987 assignment Linden Gardens, as assignee, became entitled to enforce the original employer's claim. It was immaterial that it was Linden Gardens who had subsequently incurred the expense of the remedial work.

In the second case no breach of contract occurred and no cause of action arose before the date of the assignment. The expense of putting right later defective work was borne by the assignee, Investments.

Therefore, it was argued by the

defendants, Corporation was not entitled to more than nominal damages and Investments, as assignee, could recover no more than Corporation was entitled to.

His Lordship, dissenting on the point from Lord Justice Nourse and Sir Michael Kerr, said that in his opinion Corporation, by transferring to Investments the contractual right to have the building properly constructed, thereby enabled Investments to sue for breach of that obligation and recover substantial damages.

SIR MICHAEL KERR said that he agreed that Linden Gardens' appeal in the first case be allowed.

In the second case one aspect of the facts was crucially different at the time of the assignment: no breach of contract had occurred and no cause of action against the defendants had vested in Corporation.

In those circumstances the effect of the contractual prohibition was that the assignment was invalid and ineffective to transfer anything. The right to have the contract performed could not be assigned without consent and no assignable claim for damages or other chose in action under the contract had vested in Corporation. Investments had not acquired any enforceable rights against the defendants and their appeal should be dismissed. It followed that Corporation retained the contractual party status vis-à-vis the defendants. The amount of damages recoverable by Corporation was not restricted to nominal damages. Corporation was entitled to recover damages that took into account its liability to indemnify Investments for the amount which Investments had expended in remedying the damage caused by the defendants' breach.

The defendants' arguments relying on the principles of remoteness and causation to counter that conclusion were to be rejected.

Lord Justice Nourse delivered a judgment concurring with Sir Michael Kerr.

Solicitors: In the first case: James & Lewis; Masons; Forster & Jaskol. In the second case: Stephenson Harwood; Glovers.

Justice Balcombe and Lord Justice Stuart-Smith so held on February 19 when dismissing the appeal of the defendant, George Lunn, from the order of Judge Fickler at Kingston-upon-Hull County Court on March 3, 1991, that, *inter alia*, the action between the parties should proceed notwithstanding the failure of the respondent to comply with the order of a registrar on November 1, 1990, in relation to certain interrogatories some of which the registrar had refused.

The Court of Appeal (Lord

Justice Balcombe and Lord Justice Stuart-Smith) so held on February 19 when dismissing the appeal of the defendant, George Lunn, from the order of Judge Fickler at Kingston-upon-Hull County Court on March 3, 1991, that, *inter alia*, the action between the parties should proceed notwithstanding the failure of the respondent to comply with the order of a registrar on November 1, 1990, in relation to certain interrogatories some of which the registrar had refused.

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BBC 1

- 6.00 **Cee-fax** (3005) 6.30 **Breakfast News** (52817900)
9.05 **Kilroy**. To mark Elizabeth Taylor's birthday, Robert Kilroy-Silk chairs a studio discussion on life after 60 (4787766) 9.50 **Hot Chefs**. Ken Hom prepares pepper beef with basil (5785534)
10.00 **News**, regional news and weather (5542447) 10.05 **Playdays** (r) (1232659) 10.25 **Bump** (r) (5545534) 10.35 **Young People Today**. Today Adrian Mills is joined by 100 six formers to discuss sex in the 1950s (5015805)
11.00 **News**, regional news and weather (7611640) 11.05 **Beautywise**. The first of a new series about the beauty business, presented by Liz Earle and Karen Kizanovich (7913979) 11.30 **People Today** (5395175)
12.20 **Pebble Mill**. Music and chat hosted by Alan Titchmarsh (3594640)
12.55 **Regional News** and weather (50691282)
1.00 **One O'Clock News** and weather (96465)
1.30 **Neighbours**. (Cee-fax) (s) (5071353) 1.50 **Going for Gold**. With the volatile Henry Kelly (80724669)
2.15 **Film: Underwater** (1955) starring Jane Russell and Richard Egan. Boisterous adventure yarn about the search for gold from a sunken galleon. Directed by John Sturges (187553)
3.50 **Mainwain and Maureen's Music-a-Game** (s) (6470465) 4.05 **Jockstrap** (5977175) 4.20 **The Further Adventures of SuperTed** (r) (5640560) 4.30 **Diszy Heights**. (Cee-fax) (s) (250195)
4.55 **Newsround** (3520555) 5.05 **Blue Peter**. (Cee-fax) (s) (5067755)
5.35 **Neighbours**. (r) (Cee-fax) (s) (488195). Northern Ireland: Inside Ulster
6.00 **Six O'Clock News** with Anna Ford and Andrew Harvey. (Cee-fax) Weather (755)
6.30 **Regional News Magazines** (468). Northern Ireland: Neighbours
7.00 **Top of the Pops** (s) (4176)
7.30 **Eastenders**. (Cee-fax) (s) (392)
8.00 **Last of the Summer Wine** (r). (Cee-fax) (s) (3624)



Playing the generation game: trials of a black family (8.30pm)

- 8.30 **Us Girls**.
● CHOICE: At first glance *Us Girls* may seem like a variant on *After Hours*, being another comedy of a three generation family in which a woman is trying to cope with an interfering mother and a rebellious teenage daughter. We are a bit better in the social scale and the family is black, though little point is made of this in tonight's episode. Instead we have standard jokes about the generation gap and a rather strained plot about a burglar on the loose who whips people in cupboards. On the early episode *Us Girls* is a conventional, good-natured family sitcom which despite its ethnic flavour seems unlikely to break any moulds. In descending order of seniority the generations are represented by Mone Hammond, Joanne Campbell and Marlene Gordon and the series is written by a newcomer to television, Leselle Kayla (2331)
9.00 **Nine O'Clock News** with Michael Buerk. (Cee-fax) Regional news and weather (854)
9.30 **Casualty: Cascade**. An episode postponed from the last series about a plane on a holiday charter flight that gets into trouble over Hobby. (Cee-fax) (s) (729114)
10.20 **Question Time**. Peter Sissons's guests are Lord Rodgers and MPs Tom King, Ann Taylor and Andrew Neale (127595). Northern Ireland: Spotlight 10.50-11.50 **Question Time**
11.20 **Parade**. Return of the western series (310080)
12.10 **Weekend Update** (7204040). Ends at 12.15
2.00 **The Way Ahead** (r) (3542555). Ends at 2.15

BBC 2

- 6.45 **Open University: Practically Speaking** (8637755). Ends at 7.10
8.00 **BBC Breakfast News** (2074737)
8.15 **Westminster**. A round-up of the proceedings from both Houses (509521)
9.00 **Daytime on 2**. Educational programmes
2.00 **News** and weather (10027350) followed by *You and Me*. Series for four and five-year-olds (74679468) 2.15 **Advice Shop**. Includes a report on countryside initiatives for tackling young people's homelessness (7254835)
3.00 **News** and weather (8413805) followed by *Westminster Live* introduced by Vivian White. Coverage of prime minister's question time (3713242) 3.50 **News**, regional news and weather (728534)
4.00 **Bowls**. Dougie Donnelly introduces action from the last pairs and singles quarter-final matches in the Midland Bank world indoor championships from Preston (22465)
5.30 **Food and Drink**. A repeat of Tuesday's 150th edition of the programme (s) (485)
6.00 **Film: The Next Generation** (1988) starring John Ireland and Robert Fuller. Disappointingly routine television movie based on the popular 1980s western series but with the old stars missing. The late Ben Cartwright's brother takes over the Ponderosa and foolishly gives the drilling rights to unscrupulous land-grabbers, precipitating a battle to save the ranch. Directed by an old *Bonanza* hand, Bill Claxton (32331). Wales: See Heart 6.30
6.30 **Debut Direct**. 6.55 **Advice Shop Extra** 7.25-7.30 *Open University*
7.30 **First Step: The Jewels in the Crown?** Michael Goldfarb reports on the concern over the maintenance of nine royal parks in and around London being taken over next week by private companies (534). Wales: Abroad in Britain; East: Matter of Fact; Midlands: Midlands Report; North: North-east and North-west: Close Up North; South: Southern Eye; South-west: Western Approach; West: Current Account
8.00 **Abroad in Britain**. Jonathan Meades looks at an architectural wonderland which lies west of the Black Country where houses were constructed between the wars from railway carriages and old buses (r). (Cee-fax) (1485). Wales: How Green?
8.30 **Top Gear**. The first of a new series of the motoring magazine. Jeremy Clarkson investigates the rumour that the Ford Capri is set for a comeback; Chris Giffey looks at cult cars and a car dealer reveals more tricks of the second hand trade (1783)
9.00 **Red Dwarf V**. Engaging science fiction comedy starring Chris Barrie and Craig Charles. (Cee-fax) (9114)
9.30 **Fire in the Blood: Changing Fortunes**. Ian Gibson explores Spain's obsession with gambling. (Cee-fax) (727756)



A robust sex-examination: Sir Bernard Ingham (10.20pm)

- 10.20 **Talking To Myself**. Sir Bernard Ingham offers a characteristically robust contribution to the self-interview series, settling in with clipboard on knees and firing off questions to his identically dressed alter ego. The very first answer is prefaced by the favourite Ingham expletive, "bunkum and balderdash" and the series is as enjoyable that way as it is revealing. More than the last ten minutes. Surprisingly, perhaps, there is little about Sir Bernard's erstwhile boss Mrs Thatcher, though he says he wishes he had been able to relax her. He spends most of the time castigating journalists, whom he describes as a bunch of moaners, while strenuously denying (of course) that he used to manipulate them. He also reveals a secret: trying to sort out the British education system. Kenneth Clarke, you have been warned. (Cee-fax) (948114)
10.30 **Newsnight** with Peter Snow (52755)
11.15 **The Late Show**. Arts and media magazine (s) (689973)
11.25 **Weekend Update** (7204040). Ends at 11.30
12.05 **Open University: The Message of Stargate** (5142732). Ends at 12.35

ITV

- 6.00 **ITV-am** (9063737)
9.25 **Lucky Ladders**. Word association game show hosted by Lennie Bennett (s) (1807379) 9.55 **Thames News** (4946176)
10.00 **The Time ... The Place ...**. Topical discussion series (806353)
10.40 **This Morning**. Magazine presented by Judy Finnigan and Richard Madeley. Includes family health advice from Dr Chris Steele and programmes for children on half-time. With national and international news at 10.55 and regional news at 11.55 followed by national weather (3559263)
12.10 **The Riddlers**. Children's puppet series (2265805)
12.30 **News** with Alastair Stewart. (Oracle) Weather (5310263) 1.10 **Thames News** (5326046)
1.20 **Home and Away**. Australian family drama series. (Oracle) (9717615) 1.50 **A Country Practice**. Medical drama series set in a fictional country (2258708)
2.20 **Snooker**. Nick Owen introduces quarter-final action in the Pearl Assurance British open (581008)
3.15 **ITN News headlines** (423232) 3.20 **Thames News headlines** (8420195) 3.25 **The Young Doctors**. Australian medical drama (5836534)
3.55 **Toucan Tecs**. Animated adventures (s) (7284331) 4.05 **Dangermouse**. Cartoon adventures of a secret agent rodent. With the voices of David Jason and Terry Scott (5836530) 4.30 **Runaway Bay**. Adventure serial set on the Caribbean island of Meritque (s) (331) 5.00 **Cartoon**. Featuring the Road Runner (r) (7235340)
5.10 **Who's The Boss?** American domestic comedy series starring Tony Danza as the male housekeeper with a woman employer (5071195)
5.40 **News** with Julia Somerville. (Oracle) Weather (535176)
5.55 **Thames Help**. Jackie Sprockley with news of friendship clubs (r) (974843)
6.00 **Home and Away** (r). (Oracle) (524)
6.30 **Thames News** (535114)
7.00 **Emmerdale**. Soap set in the Yorkshire Dales (5244)
7.30 **In Search of Wildlife: The Great Bears of the Arctic**. Wildlife artist David Shepherd travels to Churchill, Canada, to find and paint wild polar bears (r) (260)



Domestic squabble: Christopher Ellison as DI Burnside (8.00pm)

- 8.00 **The Bill: Licence**. Inspector Monroe and DI Burnside become involved in a domestic dispute between a man out of prison on licence and his son who comes down from the north to confront his father about his criminal past. (Oracle) (8932)
8.30 **This Week: Violating Signs**. An investigation into claims by Richard Branson that Virgin Airways is using underhand tactics to stop the expansion of his Virgin Atlantic airline. With reports from London, New York and Los Angeles. (Oracle) (7027)
9.00 **LA Law: On the Teed Again**. Glossy American courtroom drama series. (Oracle) (s) (2533)
10.00 **News** at Ten with Julia Somerville and Nicholas Owen. (Oracle) (5071195) 10.30 **Thames News** (535114)
10.40 **Prisoner: Cell Block B**. Drama series set in an Australian woman's remand centre (757282)
11.35 **Snooker**. Further quarter-final coverage of the Pearl Assurance British open from Derby (543305)
12.30 **Alfred Hitchcock Presents: Ancient Violence**. A Hollywood lawyer struggles his client's wish to have his head (34428)
1.00 **Film: The Writing on the Wall** (1950) starring François Perrot and Pascale Petit. Thriller from France about the death of a movie star during the filming of a murder scene. Directed by Pierre Boutron (391480)
2.48 **The Twilight Zone: The Girl I Married**. A couple in their mid-30s regret the changes their child's other wishes he hadn't (34428)
3.00 **The Truth About Women**. Eva Polnad discusses female friendship with Celia Brindley, Elaine Huth and Dilly Keane (58983)
3.30 **Marple's Law**. Comedy drama series starring George Segal as an insurance investigator (59119)
4.30 **Marple's Law: The Girl I Married** (s) (58983)
5.00 **VideoVision** (r) (57559)
5.30 **ITN Evening News** with Tim Nelson (54157). Ends at 5.50

CHANNEL 4

- 6.00 **Channel 4 Daily** (5081379)
9.25 **Schools** (5025021)
12.10 **The Parliament Programme** presented by Sarah Baxter (11553)
12.30 **Business Daily**. News, comment and analysis from the world's money markets (25331)
1.00 **Seamus Street**. Entertaining early learning series (56114)
2.00 **Film: I See You in My Dreams** (1951, b/w) starring Danny Thomas and Doris Day. Musical biopic of songwriter Gus Kahn, from his humble beginnings in Chicago to fame and fortune in New York. Directed by Michael Curtiz (9466)
4.00 **Time To Talk**. Lesley Judd talks to former "Green Goddess" Diana Moran about her life and faith following the trauma of breast cancer (318)
4.30 **Question Time**. With Richard Whiteley (s) (973)
5.00 **The Cops**. With Richard Whiteley. The guests are men obsessed with the wrong women (735534)
5.55 **Laurel and Hardy**. Cartoon (972485)
6.00 **The Crystal Maze**. Six more contestants enter the four adventure time zones under the guidance of Richard O'Brien (r) (s) (35350)
7.00 **Channel 4 News** with Jan Snow and Zainab Badawi. (Teletext) Weather (50476) 7.50 **Comment** (226398)
8.00 **Free For All**.
● CHOICE: The argument of an authentically rough-edged film in the viewer's access slot is that unmarried fathers should enjoy the same rights and responsibilities as unmarried mothers. This passionate defence of the male is conducted by Andy, a London building surveyor who has lost contact with his children, and Jimmy, an unmarried dad from Scotland who has never seen his two-year-old son. The pair take their case to an expert and probably wish they hadn't. Professor Ruth Deech is principal of St Anne's College, Oxford, a specialist in family law and a traditionalist. She gives them a crisp lecture about irresponsible fathers and says that if people want equality in parenthood they should get married. The lads have a more sympathetic hearing from the Scottish Law Commission, which is edging towards their view (5534)
8.30 **Vic Reeves Big Night Out**. The last in the series of comedy sketches (r) (s) (5568)



Financing an opulent personal lifestyle: Peter Clowes (9.00pm)

- 9.00 **The Barlow Clowes Affair**.
● CHOICE: Financial journalist Laurence Laver offers a plain person's guide through one of the biggest frauds of recent memory. The essence of the scam was simple: Peter Clowes was supposed to be investing his clients' money in safe government stocks. In reality he was using it on his own dubious investments and to sustain an opulent personal lifestyle. But there was much more to it than that. Anyone who has wondered about bond washing or illegal share ramping or offshore shuffles will find it explained. Laver also asks why Clowes got away with it for so long. The Department of Trade and Industry is revealed as a notably feeble watchdog, while even the BBC's Moneybox is castigated for giving Clowes uncritical endorsement. Laver does not attempt to answer the most intriguing question. Why did Clowes do it, when he had the ability to make a fortune honestly? (5945)
10.00 **Brides of Christ**. The concluding episode of the drama set in a Synodical convent during the 1930s. (Teletext) (s) (12744)
11.05 **Just For Laughs**. Clive Anderson introduces acts from the Montreal International Comedy Festival (s) (524602)
11.35 **Russian New Music**. Part five focuses on a duo from Leningrad, Vyacheslav Gulyayev and Vladimir Volkov (355718)
12.05 **Last Night Live**. A frank study of prostitution in Hungary (554138)
1.18 **The Secret**. American police drama series. This episode is directed by Robert Altman (7425157). Ends at 1.40
VideoPlus+ and the Video PlusCodes
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SATellite

- SKY ONE**
● Via the Astra and Marquippa satellites.
6.00am **The DJ Hit Show** (2701355) 8.40 **The Peppercorn** (505979) 9.50 **Playdays** (405235) 10.00 **Cartoon** (505979) 10.30 **The News** (s) (5411) 10.50 **Headline** (505979) 11.00 **The Young and the Restless** (51300) 12.30pm **Sunday Jones** (73852) 1.30 **Another World** (405235) 2.00 **Serie** (505979) 2.30 **The Big and the Beautiful** (505979) 3.00 **The Young and the Restless** (51300) 3.30 **Sunday Jones** (73852) 4.00 **The Big and the Beautiful** (505979) 4.30 **The Big and the Beautiful** (505979) 5.00 **The Big and the Beautiful** (505979) 5.30 **The Big and the Beautiful** (505979) 6.00 **The Big and the Beautiful** (505979) 6.30 **The Big and the Beautiful** (505979) 7.00 **The Big and the Beautiful** (505979) 7.30 **The Big and the Beautiful** (505979) 8.00 **The Big and the Beautiful** (505979) 8.30 **The Big and the Beautiful** (505979) 9.00 **The Big and the Beautiful** (505979) 9.30 **The Big and the Beautiful** (505979) 10.00 **The Big and the Beautiful** 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